



Published by  
ROBBINS PUBLISHING  
COMPANY, INC.  
9 E. 38th St.  
New York, N. Y.

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Publication Offices: 56th and  
Chestnut Streets, Philadelphia, Pa.  
U. S. A. Editorial and Executive  
Offices: 9 East 38th Street, New  
York. Telephone: CAledonia 5-  
9770; Cables: Robinpub, New  
York; Codes ABC 5th Edition. Sub-  
scription rates: U. S. A. and pos-  
sessions \$3.00 one year; 30c per  
copy. Canada and foreign \$4.00  
one year.  
Volume Forty-five; Number three.

# the American Perfumer and ESSENTIAL OIL REVIEW

C O S M E T I C S - S O A P S - F L A V O R S

EST. 1906

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Editor

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Technical Editor

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# desiderata

*Comment on interesting new chemical developments and their application to cosmetics and toiletries.*

by MAISON G. DENAVARRE

## CREAM COLOGNE ZIP

One of the ways to get some zip into your cream cologne is to use a 25 per cent alcohol-water mixture instead of ordinary water. This small amount of alcohol will allow you to live within your quota and yet give your product the much needed lift. Some emulsions produced in my laboratory have been made also with up to 25 per cent isopropyl alcohol, giving excellent results. Only certain types of bouquets can be used with the isopropyl alcohol in this concentration. Many floral bouquets go well in a mixture of 20 to 25 per cent isopropyl with 75 to 80 per cent regular S. D. alcohol. This mixture then is diluted with water until the alcoholic strength is 25 per cent and it is used to make the emulsions. Such an alcoholic concentration will also prevent freezing—something everyone has seen plenty of in drug and department store windows this winter.

## CREAM COLOGNE EMULSIFIERS

Several cream cologne emulsifiers made their debut within the past month or so. They are all proprietary mixtures so it is impossible to say anything about their probable utility. Each is supposed to make a fluid product. One of the things to keep paramount in mind is that with all of them you must continue agitation until the emulsion is perfectly cold, or you may get a jell or a separated product. If you don't use 25 per cent alcohol in the preparation, you had better use some preservative for most such emulsions are close to the neutral point where your product is susceptible to either mold or wild yeast



or bacterial fermentation. Sometimes this fermentation manifests itself as a thickening of the emulsion after it is bottled, although all thickening of emulsions after bottling is not due to fermentation. Some of the best regular emulsifiers that have been used are the polyhydroxy stearates, such as one of the glycol stearates along with soap.

## INDUSTRIAL DERMATITIS BARRIERS

The Factory Department of the Ministry of Labour and National Service (of England) recently has issued a memorandum on the use of barrier substances in preparations to prevent industrial dermatitis. A barrier substance to be successful must be non-irritating to the skin, thus possessing a pH of from 5.5 to 6.5. It must be insoluble in oil, denatured alcohol and turpentine. It must be readily applied to the skin where it should be stable, that is, not crack or peel off. It should be non-sticky so that it will not interfere with work. It must be removed easily after work. In checking the solubility, the following test is suggested: Spread the product on a clean glass plate, dry at skin temperature. Transfer portions of the dried film to test tubes containing the specific solvents or irritants. The test can be varied to suit a special need.

Of course, much of this is already

known and has been done here especially during the last year or two. However, it is another approach to the problem and is therefore refreshing.

## DIFFERENCES IN GLYCOL STEARATES

There are a half dozen suppliers of glycol stearates, each of which has different properties. Therefore, the products are not necessarily interchangeable. Some have acid values as low as 2 while others have them as high as 150 or so. Some contain soap and others do not. Hence, when working with one kind of glycol stearate, better stick to it and it only until you are sure that a substitution can be made safely. If there is a question as to which is the better to use, that is a matter for you alone to decide. Often stearic acid is along with the glycol stearate so that a higher acid value is all right, but sometimes it is not. Try all the different kinds before you finally settle on any one of them.

## BROMO ACID SOLVENT

With the restrictions on dyestuffs, it becomes all the more important to get the maximum use from the limited supplies that will be available. One of the materials that has always been used in excess in lipsticks is bromo acid. Rarely was there more than a small fraction of the amount used, which was in solution. The rest acted as a lake—and none too good a lake at that. Enter the bromo acid solvent! However, so many are no longer available due to various material restrictions. New ones are in the making. I've tried a couple of them and they look pretty good—darn good, in fact. Thus, where you used 2 per cent bromo acid, you will need only 1/2 per cent and will get more stain than you used to get from the larger amount—and live within your quota and plenty.

## NEW OXYGEN COMPOUNDS

Several new peroxide type compounds have become available. Pyrophosphate peroxide is an addition compound of tetrasodium pyrophosphate and hydrogen peroxide that has a pH of 9.5 in a 10 per cent water solution. It contains 9 per cent active oxygen. Magnesium



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However, if you are looking for dependable and available materials, we can supply your needs.

Leading manufacturers have depended upon us for years for the materials necessary to maintain the high quality of their finished products.

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 Oil of Pine Needles American  
 Oil of Juniper Leaves American  
 Ionone A.B.  
 Ionone Methyl  
 Indol

Phenyl Ethyl Alcohol  
 Cyclamal  
 Methyl Naphthyl Ketone  
 Hydratropic Aldehyde  
 Alpha Amyl Cinnamic Aldehyde  
 Phenyl Acetaldehyde DiMethyl Acetal  
 Ethyl Methyl Phenyl Glycidate

*Aromatics Division*  
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1019 ELLIOTT ST., W., WINDSOR, ONT.





peroxide contains 14.2 per cent active oxygen. Urea peroxide, well known in Europe, contains 16 per cent active oxygen. It is available as crystals or as tablets. A 10 per cent solution has a pH of 3.0. Then there is tertiary butyl hydroperoxide containing 10 per cent active oxygen. All these new items have possibilities somewhere in the making of toilet articles. It will pay you well to try them out.

#### ACID EMULSIFIER

Another new wetting and emulsifying agent stable in acid media has just made its debut. It is sold as a pearly amber colored solution with characteristic odor. It may find use in making antiperspirant creams and similar toiletries. It is worth investigating in acid tints for the hair.

#### YOUR QUININE

*You can't use it. Men will die if they don't get it. Why not give your quinine to the National Quinine Pool, American Pharmaceutical Association, 2215 Constitution Ave., Washington, D. C.?*

You all know that your quinine stocks were frozen. Large users undoubtedly already have disposed of their frozen stocks by way of some channel that would get them into vital war use. But many small companies are waiting . . . heaven knows for what.

Therefore, you and all the other people, druggists included, are now being asked to contribute your quinine to this national pool. Your only recompense will be a satisfaction that someone—maybe your son, father, cousin or brother—obtained relief through the quinine you gave. You also will get a certificate showing your name as a contributor.

**DO IT TODAY.** But don't send quinine and urea hydrochloride, quinine and urethane or quinine bismuth iodide. All other salts of quinine can be used. If you are not sure about how to do this, write the National Quinine Pool at the address given above. When sending the quinine, invoice it at no charge so that you will have a record. It is a worthwhile cause—and you won't have to worry about the stuff any longer.

#### COLOR MAGIC

The hold of a white ship in the tropics will be at least ten degrees cooler than the hold of a black ship. Red gasoline storage tanks have an evaporation loss three times greater than white ones. Why, therefore, shouldn't we take advantage of this magic? Light colors on factory walls and surfaces exposed to high temperatures seem logical in economy and also in the reduction of industrial hazards.

## QUESTIONS & ANSWERS

### 432. USING AMMONIA WATER

*Q: We have been using triethanolamine in making a brushless shaving cream, but are no longer able to get this material. We can get some stronger ammonia water 28% and are wondering if this will be as satisfactory. If so, what proportions of ammonia water will we use to replace the triethanolamine? A self-addressed stamped envelope is enclosed for your reply.* P. C., Del.

**A:** Approximately 67 parts of stronger ammonia water is equivalent to 140 parts of triethanolamine. Use the ammonia in this ratio. Since ammonia is so volatile, saponify at the lowest possible temperature. In addition, you might use potassium hydroxide in place of triethanolamine. Ammonia will tend to give your product a strong characteristic odor, although it probably will be even better than triethanolamine in the shaving operation.

### 433. INDUSTRIAL DERMATITIS

*Q: We are interested in the article in the December AMERICAN PERFUMER dealing with Industrial Dermatitis Preparations and the report made by Dr. Louis Schwartz. Please send us a copy of Dr. Schwartz's report.* H. S., Fla.

**A:** This report is published in the magazine *Industrial Medicine*, 540 N. Michigan Ave., Chicago, Ill.

### 434. REPLACING CETYL ALCOHOL

*Q: We are writing you to see if you can suggest anything in lieu of cetyl alcohol in lotion. We have tried lanolin and spermaceti but they don't give the smooth feeling obtained from the use of cetyl alcohol. We are enclosing a stamped self addressed envelope for your reply.* L. J., Ind.

**A:** Of course you will not be able to get exactly the same feeling from anything but cetyl alcohol. However, certain mucilages, small amounts of lanolin, amorphous mineral wax, and certain specialties made by polymerizing ethylene

oxide, can give you part of this nice feel. We suggest you send along a sample together with your formula and we will be able to give you further advice. Submit the sample both with and without cetyl alcohol. We would like to try certain additions to see how they approximate your older product.

### 435. BLEACHING CREAM

*Q: Please furnish us with a source of supply of Glycoesterin. Also furnish us with a simple working formula for the manufacture of a skin whitening cream.* C. A., Ala.

**A:** The name of the supplier of Glycoesterin goes to you under separate cover. There is no such thing as a skin whitening cream in the eyes of the F. D. A. However, you can make a so-called bleach cream with ammoniated mercury 4%, petrolatum q.s. 100%, perfume, as needed. Such a cream, however, requires special labeling as to how it can be used, how often it should be used, allergy and who should not use it. This is described in complete detail on page 651 in deNavarre's book, *The Chemistry and Manufacture of Cosmetics*.

### 436. FOR COCOA BUTTER?

*Q: Your earlier suggestions for a triethanolamine replacement have been followed and we are pleased with the results. Now we need a replacement for cocoa butter for suppository manufacture. We have tried the formulas in the Replacement bulletin but the spermacetti and beeswax are impossible or difficult to get.* N. Y., N. D.

**A:** Several trade-marked products, the names of which are being sent to you under separate cover, might be used. These are hydrogenated fats with varying melting points. In the event these are impossible to get, you may be forced to make a suppository base from mineral oil, wax and petrolatum of suitable melting point. Such a mixture may not actually melt at body temperature but it will be so softened as to allow the medication to be released.

THEY HAVE TO

*Take Chances...*

YOUR PRODUCT DOESN'T!

RISK is the inevitable result of war. With our fighting forces, it's part of their job to take chances. Even though war has affected the type of metal content of tubes, New England tube users do not take chances. For, with the coming of our VINICOTE Interior Linings, product discoloration, corrosion and creep have been vanquished! Even strongly acid and alkaline products as well as many medicinal preparations long denied the advantages of packaging in convenient collapsible tubes can now speed into consumption with the better tubes and inner coatings we make.

VINICOTE is our trade name for a big series of more than fifty collapsible tube linings developed and highly perfected by our research staff. Used in combination with tough SHEFFALLOY (Sheffield Process) Tubes, practically any product can be made completely inert to metallic reaction. Sheff-



alloy Tubes and Vinicote Linings represent an important wartime contribution to the health and well-being of Americans, and our fighting forces.



DIVE BOMBER peeling off for attack. OFFICIAL U. S. NAVY PHOTO.

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## Current Comment

### Boom or depression after war? Two diverse views of what we must do

Two diverse views as to what business faces after the war were given by able executives to responsible audiences in New York during the past month.

According to the first the pent-up, starved, consumer demand after the war will produce a post war demand of gigantic proportions for all types of consumer goods. This demand, coupled with the potential purchasing power created by war bond purchases, savings and liquidated debts indicate a booming sellers' market for a number of years after the war. This is the view of Carl Hendrickson, Department of Commerce consultant, who feels that after the war the problem will be to control and restrain a boom.

According to the second, unless business succeeds in maintaining a peace time output and sale of consumer goods on a scale large enough to equal the present national income it will be impossible to give employment to the vast numbers of war workers and returning soldiers neither of whom will tolerate doles or subsistence levels during the post war period. They will insist that if business cannot give them jobs, government must; and that means collectivism. This is the view of C. Scott Fletcher, of the Studebaker Corp., who feels that after the war the problem will be for business to maintain an expanding, dynamic peace time production at higher levels than ever before.

Records show that after the Revolution, the Napoleonic wars, the Civil War and World War I there was a boom with inflation until shortly after the unsatisfied demand for consumer goods was filled. There then followed a period of adjustment and depression increasingly longer in each case.

If this history may be taken as a guide, one may assume that the stored-up demand for consumer goods, especially durable goods, all over the world will at first produce the boom that Mr. Hendrickson predicts. But looking lengthwise down the years instead of crosswise over a decade or less, it seems equally probable that a depression of greater length and severity than ever before may follow, unless, as Mr. Fletcher suggests, business creates and



maintains an expanding market for goods and labor.

If, as a result of the war, the United States will be able to develop world markets and take a guiding part in the life and work of the world, which Dr. Nicholas Murray Butler feels that it will do, it becomes more obvious that when peace comes this country will be the economic leader and financial center of the world. In that fact lies the hope of achieving over the years the difficult task outlined by Mr. Fletcher.

### When the lipstick may be mightier than the sword

For the first time lipstick, rouge, nail polish, deodorants and soap played a calculated part in a military offense when the American Expeditionary Force a few months ago invaded three separate areas of French North Africa in the greatest overseas landing in the history of the world. Large stocks of these were carried along in the convoy for distribution to the natives.

As was to be expected there was opposition to the invasion by the natives. Then came the difficult and delicate task of winning them over as quickly as possible. Just as in modern business so too in modern warfare that highly important factor known as good will had to be enlisted to accomplish this task. It was largely to get this that the big stocks of so-called barter goods were taken along and distributed to the natives. Details of the distribution have not been disclosed but it is fairly evident that the plan was a successful one.

### A note on conventions by the head of an alert trade association

"Conventions" says J. W. Collier, who heads the enterprising Texas Pharmaceutical Assn., "have been worn down to a shadow of their former selves—but not for the reasons usually given—but by unnecessary politics, dull business programs and the oratory of some blow-hard who likes to hear himself talk but never says anything of importance. Programs have also been worn thin with many resolutions of a complimentary nature and they usually don't mean a thing."

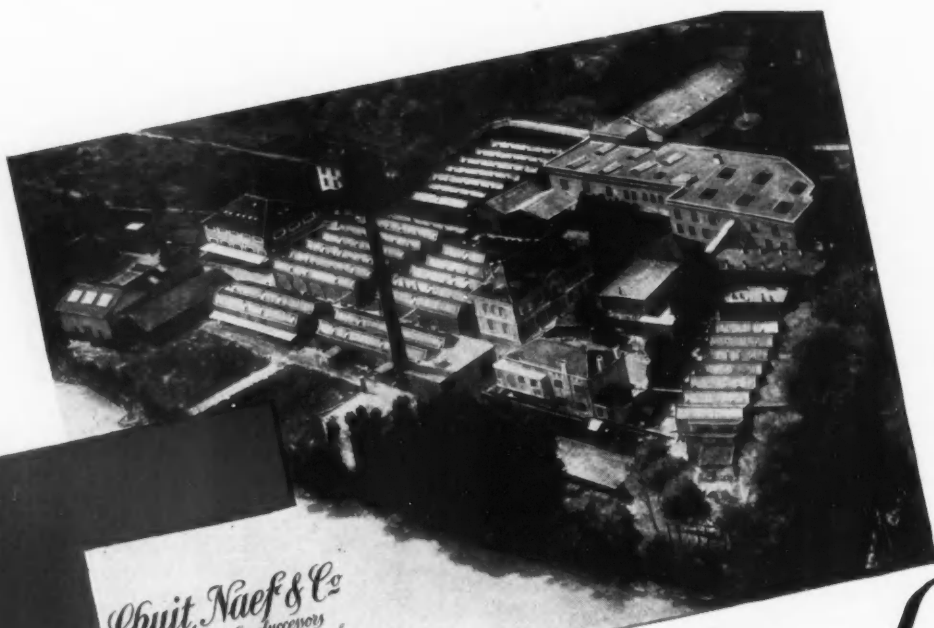
Although expressed in a picturesque way there is much in what he says. In these days it is almost too much to expect business men to sit and listen attentively to speakers for seven hours a day even if they are good. For that reason every minute of the convention should be planned ahead so that things will keep moving in an interesting manner. Today every civilian industry needs active, hard and concentrated effort to meet the problems that beset it as a whole. In many instances there seems to be over emphasis on who knows who in public office instead of on what the public wants, how it can be supplied and what it thinks of the industry.

### Changing character of the drug store as a retail outlet

As a result of the war drug stores are assuming a new importance in the distribution scheme. Due to the shortage of physicians, most of whom have been drafted for war duty, the public is depending more and more on the friendly drug store for advice on matters of health.

The physicians who are left at home have had their burdens increased by a bumper baby crop in 1942; and vital statistics at the beginning of this year indicate that even more will come into the world in 1943. As a result many other, but lesser health matters within the scope permitted to the pharmacist, are taken care of by the drug store.

If the trend continues it may well lead many drug stores to abandon selling clocks, electric heaters, toys, books, phonograph records, umbrellas and numerous other sundries. The return of the drug store to its original professional function will increase its prestige.



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# FIRMENICH



## Some Post War Prerequisites for Sound Prosperity

*Why dollars will not pay the whole labor bill . . . What must be done to get full labor cooperation, why it must be done and how it may be done suggested by a broadly experienced manufacturer*

by ROGER AINSWORTH

**LIMITED** experience with labor and personnel problems runs the gamut from being carried bodily from the plant during a sit-down strike to receiving such costly gifts from employees' groups that it was embarrassing to be the recipient of them.

### NATURAL ADVANTAGES OF COSMETIC INDUSTRY

Among the natural advantages our industry enjoys are:

1. Most plants are small units so that a firm affection can be fostered and should exist between employe and employer if human relations are the base of all activity.

2. There is an experience background in dealing with females as well as males. Further, each job has a sex proprietorship established so those women doing men's jobs now will willingly relinquish them with the return from service or ready availability of men.

3. There is little or no hazardous work or high

tension activity making for any high-strung temperaments which are difficult to deal with, on occasion.

4. Most operations are relatively simple to learn so no extensive or intensive training period or scheme is required. However, this does not excuse the all too prevalent practice of careless choice of new workers or neglect to give at least basic training. Nor does it excuse turning newcomers loose on their strange jobs without introducing them to their neighbors or advising them about the company rules and practices and the line of promotion and route to increased earnings. Even though labor turnover is light and number of workers small, an instructor well versed in these things as well as the various jobs, will be found invaluable in orienting and acclimating new-comers.

5. Most products enjoy relatively stable, all-year-around demand, so production peaks and valleys are not serious. Even those that are looked upon as seasonal frequently need not be so. Often sea-



Fluorescent lights aid in this exacting assembly work—Northam Warren employes work on airplane parts instead of nail polish



sonalness is not actual, only mental. For example, underarm deodorants were formerly considered strictly summer time items whereas today they are virtually all-year sellers.

6. Aside from variety of shades and diverse odors of certain products, all others are universally usable down to the last dozen or case for order filling from stock. This is in contrast with various widths and sizes of shoes, or sizes, styles and fabric patterns of dresses or short shelf life of perishable foods or high inventory value of jewelry. It follows then that the problem is simplicity itself and finished inventory can readily become the cushion to absorb sales peaks and conversely, the buffer against employee lay-offs during the valleys—a reservoir of production labor.

#### **A BIG DISADVANTAGE TO BE OVERCOME**

Against these, and other advantages existing in individual plants, there stands one marked disadvantage. The organizations being mostly small, and relatively little skilled labor being required, there are few opportunities for promotion and, few, if any, lines for satisfying self-expression, for career work. This imposes as a matter of expediency as well as good business, an extra obligation to make the work, the work place, the washroom and rest or recreation room facilities and the wage scale as attractive as is physically and financially possible.

#### **LITTLE THINGS TO BUILD MORALE**

No opportunity, however small, should be overlooked to build morale. For examples of very minor things wielding influence, a few typical ones are cited:

a. A conveyor belt table was so placed that the girls working on it faced a blank wall. By seating them on the opposite side with backs to the wall and facing the large open workroom, a material improvement was observed in spite of the cramped space which made it difficult to squeeze to and from their work places.

b. Slowing a belt from 30 to 16 lineal feet per minute so the girls did not have to chase the work, resulted in less confusion and tension and happier, steadier girls even though the same output of containers per minute was maintained.

c. A plant in a residential district was made a model of orderliness and cleanliness with even such little details covered as arrangements for phoning her home promptly should a girl fail to arrive at work in the morning. This attracted to it a fine group, some of whose parents would not permit their daughters to work in the run of mine factory.

d. Arranging for sale of products to employees at about one-third of their retail value at once practically eliminated petty pilfering and secured wider use and more wholesome respect for the items.

e. In packing into shipping containers, the two operators faced the discharge from the production line and each other and leaned forward to reach the individual packages. At the suggestion of a psychiatrist, the packing stations were turned through 90 degrees so the operators faced the top

sealer and turned at the hips with no leaning to grasp the packages. Fatigue was materially reduced and subsequently when the line speed was increased, it was not found necessary to add another packer.

#### **GOOD LEADERSHIP ABSOLUTELY ESSENTIAL**

Leadership wields a large influence on how well the group works together and certainly factory personnel can be as aggravating as sin or a source of pride and joy. Even in purely routine work a certain degree of alertness and attention to duty is necessary. Without good leadership this will be difficult to sustain particularly among those from war jobs and the war front.

#### **A SUGGESTION SCHEME THAT WORKS**

It is easy to convey information and there is a normal flow through memos, bulletins and direct orders. However, sharing information is often neglected, yet the humblest employee is interested in knowing the why and wherefore rather than being required blindly to do this or that, have his working hours lengthened or reduced or job changed, seemingly at the slightest whim of the supervisor or management. More difficult to get is a channel for flow of information from employees to employer. Although many suggestion systems have been abandoned in industry generally, those studied have indicated that the fault lies with the scheme, the plan, the reward or the follow-up. A carefully developed suggestion scheme can be made invaluable which has been conclusively proven in war plants. Free speech to an attentive responsive ear must replace loose talk. These things may do much to avoid the experiences of the last post-war period when adjustments led to disputes and some of those in turn led unfortunately to strikes, and all to needless ill feeling.

#### **CAUSES OF FATIGUE**

The usual check list for causes of fatigue includes: long hours, inexperience, poor illumination and/or ventilation, excessive heat or cold, insufficient space, poor posture, ill-health, mal-nutrition, unsuitable clothing and irregularity of habits all common to this industry to which may be added where applicable, noise, vibration, danger of accident, continuous concentration, complexity of work, and necessary speed of operation.

All may be given due attention and corrective steps taken when and where indicated. Rest periods will become little short of mandatory and intelligent decisions must be made by department or group whether they are to be individual, staggered or en masse by production line or group, as well as to their length and number per working day.

#### **DOLLARS DO NOT PAY THE WHOLE LABOR BILL**

Finally, one must pay his bills to stay in business and to pay the labor bill will require much more than the pay envelope. The pay envelope simply cannot compensate for bad working conditions, feast or famine in hours, recurring emergency work under pressure, dead-end jobs which are so preva-



Photo—St. Louis Globe-Democrat

Time out for relaxation is essential to morale in any plant

lent, supervisors' partiality, suppression, grievances, irritations, frustrations and emotional strain and offences to human dignity generally.

#### WHERE THE OPERATION IS UNIONIZED

Where the operation is unionized, a major decision that cannot be longer deferred is: Shall the base wage rate be rigidly adhered to or shall there be generous, frequent increases above the scale pay to worthy individuals. Having operated both plans, experience heavily favors the latter and the best possible salaries for competent supervision since most labor problems usually are in reality organization problems. Unions as reflected in demands will not correct conditions or solve problems as they are as blind as management in these things.

Much is heard of the high cost of training employees which is not particularly applicable here. However, there is some initial cost of employment and training then a continuing one for accidents, insurance and social security, and keeping the records thereof, supervision, supplies, inspection and defective work, and above all, human depreciation which must be definitely funded and not left to chance in the indefinite future.

#### PREREQUISITES FOR PROSPERITY

It would appear then that regular employment provided through thorough production planning, to a minimum number of skill-hungry happy employees operating efficient, straight line, highly mechanized production and handling facilities, under keen, alert supervision in clean, safe comfortable premises with tolerant management conscious of its responsibilities yet slow to exercise its prerogatives will be, if not the order of the day, certainly the post-war requisite for growth and prosperity. This will necessitate, on the part of some, picking up the whole subject and carrying it bodily and boldly to a higher plane.

Colors absorb and reflect heat as well as light rays. For this reason, they are practical and efficient insulators to control temperature and minimize the evaporation of certain liquids.

#### Brands Preferred by Girls

WITH the ever-increasing use of cosmetics among teen-age girls in a speeded-up world, the influence they wield over the buying trends of the nation was surveyed in a recent poll conducted by the magazine *Calling All Girls*, published by the Parents' Magazine Press. Of the 3000 ballots analyzed, results showed that the greatest percentage of answers came from girls between the ages of 12 and 16 years, although the over-all picture was taken from girls between the ages of 7 and 22.

In the cleansing cream field, Ponds led with 762 votes, Woodbury with 351, and Lady Esther with 167. Sixty-four per cent out of the 3000 ballots analyzed expressed a preference for a particular brand.

Top-ranking among the deodorants were Mum and Arrid, with 910 and 578 votes, respectively, followed by Odo-Ro-No and Fresh, with 161 and 140 apiece. Seventy per cent of the 3000 ballots expressed a preference for a particular brand.

In the face powders, Woodbury and Lady Esther were the preferred brands, with 345 and 268 votes, and Ponds and Coty ran next with 216 and 193 ballots. Sixty per cent of the ballots expressed a preference for a particular brand.

Jergen's hand lotion led the field with 1159, while Hinds and Woodbury brought 373 and 125 votes. Eighty-one per cent expressed a preference for a particular brand.

Favorite among the lipsticks was Tangee with 492, Ponds with 275, and Woodbury with 210 votes. Sixty-three per cent expressed a preference for a particular brand.

Ballots cast for nail polishes brought Cutex 650 votes, Revlon 497, and Dura-Gloss 234. Sixty-one per cent expressed a preference for a particular brand.

Tangee again ranked highest in the rouge votes with 194, while Max Factor and Coty followed with 103 and 61. But only 30 per cent expressed a preference for any particular brand of rouge.

The preferred brand of sun tan cream was Noxema with 127 votes, and Gaby and Skol came next with 42 and 27. Votes for sun tan lotions reversed the preferences in sun tan creams, with Skol bringing in 244 votes, Gaby 234, and Noxema 33. Thirty per cent expressed preference for a particular brand of sun tan lotion as against the 13 per cent for sun tan cream.

Lux galloped well in the lead among toilet soaps, with 863 votes to Palmolive's 412. Woodbury's 376, and Camay's 305. Here, 96 per cent of the 3000 ballots cast expressed a preference for a particular brand.

In the tooth paste and powder poll, Colgate led with 704 votes, Ipana had 526, Pepsodent had 448, and Dr. Lyon's had 241. And finally, ninety-eight per cent expressed a preference for a particular brand.

Tallying up the top-ranking brands, the favorite cosmetic products of the teen-age group are generally those sold in variety and chain stores with honors about equally divided.

## Short Adages

by R. O'MATTICK

OUR CONSTANT readers will recall that just prior to Christmas we placed a bottle of whiskey and some potash, together with a supply of blank paper, before Pat Chouli, asking him to write a column for us while we did some belated Christmas shopping. When we returned, the bottle and the paper were empty, with Pat sound asleep. However, he promised to contribute a whole column at some future date and we have just received from him the following offerings. The opinions expressed are his personal views and not necessarily those of this department, the AP, the TGA, the OPA, the AT&T, or the WPA.

\* \* \*

What one of our friends wants right now is another name for a Cream Cologne. "We can't call our product Cream Cologne, just as though it was another cream Cologne—our product must have a distinctive name which must imply that it is a Cream Cologne but different from any other Cream Cologne." How about Bomb Cologne?

We have a picture (mental) before us of the three members of the Board of Directors of the Company, each looking like the president of three international banks, bending over the chemist and director of the Laboratories who holds with great care the precious test-tube containing a sample of the new and remarkable Cream Cologne! Or perhaps the chemist is alone, in the inner sanctum of his magnificent research laboratories, looking at a retort which stands over a bunsen burner, while in the background the three inevitable ultra microscopes of scientific advertising lift up their optical heads. We could even write an ode about this chemist:

For hours long he waits and watches—  
Will this cream form any blotches?  
For days on end he looks and waits—  
Is this a cream that separates?  
And here's the Boss right on the phone—  
"Well, Doc, how's our Cream Cologne?"

\* \* \*

*Chemical Note:* "Tris Chemical Age" by Williams Haynes, published last year, is well worth reading. Dyes, drugs, perfumes, plastics, synthetic rubber and many other materials are discussed in a clear, informative way. The chapter "Sweet Smells and Savory Flavors" we read over three times. It is extremely interesting but it contains a serious error. Says the author, "... the chemist is able to improve upon the natural attar (of rose) by adding to geraniol traces of phenyl-ethyl alcohol." Not even that perfect perfumer, our dear and old friend, Dr. Rowmateral, could do that. He can improve on the natural attar of rose by adding a trace of phenyl-ethyl alcohol to *natural attar of rose* but if he adds it to geraniol he will get what a lawyer would call "something per contra."

\* \* \*

According to an item in the papers, British

women workers in munition plants are required to protect their faces with cosmetics. Before each shift, an inspection is held to find out if they have enough make-up on. (What is enough is another question.) The cosmetics are supplied free by the government. The famous song from Gilbert and Sullivan's *Pirates of Penzance* might be rewritten in this way:

I am the very model of a modern Major General,  
I've information vegetable, animal and mineral,  
I'm very well acquainted, too, with cosmetical material;

In munition manufacturing the make-up is imperial.  
With many cheerful facts about all matters most cosmetical

The study of which now need not be counted so heretical—

For to be a modern man of war there must be quite a shake-up

When you've got to be so up-to-date on things like modern make-up.

\* \* \*

Ye Fifth Avenue Coach Co. has declared a dividend after passing things up since 1941. What has helped give something to the shareholders are the extra dimes taken in from the representatives of package-goods houses, label houses, essential oil houses, etc., who, having put away their Packards for the duration, ride up and down the Avenue on the buses to call on the Fifth Avenue Trade, a trade never to be approached on foot.

\* \* \*

Dear R. O'Mattick:

One of my New York friends just paid me a visit, and was thoughtful enough to bring along a copy of the *PERFUMER*, which I haven't seen since I left New York. As usual my wife and I enjoyed looking it over, and were glad to learn that Dr. Rowmateral, Pat Chouli and A. Goodbuy were still around and more entertaining than ever. Sincerely, Marcel G. Eye. (Wilbur-Suchard Chocolate Co., Lititz, Pa.)



"Mr. Smith, we have your order for 700,000 containers for your night cream—now don't faint—they've been shipped!"

# Sea Birds Offer Possible Source of Oil Supply

*Diet of fish and blubber makes bodies rich in fats . . . Petrel group most productive . . . Long recognized by natives who harvest oil . . . Oily birds are found in both Americas*

by ERIC HARDY, F.Z.S.

THE EXPLOITATION of sea-bird oil is not new, but in wartime it may solve some of the difficulties of raw supplies. Supplies from British sources are limited but in the tropics there are greater facilities, provided the collecting is controlled by authorities to avoid the extermination of any particular bird and it is confined to islands where the birds are abundant. The most suitable birds belong to the petrel group which, by their entirely fish diet, have a very oily nature to their bodies. They are oceanic birds which resort to land only in the breeding season, but then their gatherings from many hundreds of miles of ocean converge in crowds upon small favored nesting haunts.

## OIL VALUABLE TO LEATHER INDUSTRY

An example is the Australian mutton bird or short-tailed shearwater (*Neonectris tenuirostris*) which occurs also in the Indian seas. Another is the short-tailed or sooty petrel of the Pacific, Aus-

tralian and New Zealand coasts. When these birds were gathered for commercial interests last century, their bodies were strung on a spit and the oil drained off, after which the birds were salted and pickled in barrels for food. Twenty young mutton birds would produce a gallon of oil which was widely used by the leather industry. On some of the islands the birds return to nest in many thousands, but they lay only a single egg in the burrow. The young birds are fed to excess during the nesting period from December to May and become much heavier than their parents before they leave for the ocean again.

The small islets of the Bass Strait in Australia, where its native name is the Yolla, are its Australian haunts, while in New Zealand these birds nest at Hauraki gulf and even as far inland as the Kaimanawa ranges. Cape Woolamai is a favorite haunt.

The giant petrel, which is little smaller than the



Penguins are one source of oil, both their bodies and the special oil gland near the base of the tail providing secretions. Natives of the Patagonian coast strip penguins of their feathers and press out about a pint of oil from the fat beneath



albatrosses, contains a considerable amount of oil, and it is very widely distributed with a favorite haunt at Kerguelen and Prince Edward islands. The great albatross of the southern Atlantic also contains oil but it is not numerous enough to justify any commercial use. Another oily bird, the fulmar petrel, consorts to the Davis straits and Baffin bay in enormous numbers; indeed, it is one of the most widely distributed birds in the world and has increased its nesting range on the British coast cliffs considerably in the present century. The best fulmar oil comes from the older birds, each bird yielding some two spoonfuls of oil. The natives of St. Kilda and the Faroes long ago learned of its rich store of oil and used the bodies of these birds as winter lamps by merely pushing a wick down the gullet. The smaller storm petrel was used for a similar purpose. These birds will of course vomit the oily contents of their stomachs by merely pressing down the beak, without killing them.

#### **RICH OIL DUE TO FISH AND BLUBBER DIET**

The richness of oil in the petrel group is due not only to their fish diet, but because they feed to a very large extent upon blubber and wherever there is a dead whale, seal or fish stranded on the shores in their haunts, the carcass is soon crowded over by numbers of petrels gorging upon its flesh and blubber. Off Newfoundland the fulmars follow the fishing fleets to feed upon the liver and offals of the cod. Enormous numbers of petrels gather around the whaling stations at South Georgia and other parts of the world, birds appearing like vultures and crows when the flensing process is begun.

As a group, the petrels are oceanic birds easily recognized by the bill which appears to be made of separate pieces, with the nostrils forming tubes along the top—hence their name of tube-nosed birds or Procellariidae. Few of them can walk on land, for their legs are so weak that they have to rest back upon their heels or haunches. Some, like the fulmar, are very gull-like in plumage, but the majority are of dark plumage with a slightly hooked bill used for tearing the blubber off the dead whales and seals. In habits they generally have a characteristic gliding flight, and most of them nest in long burrows, laying a single egg and taking an unusually long period in which to rear their single young which is fattened to such an extent with fish food that the nickname "mutton-bird" no doubt applies to this fatness.

#### **SOUTH AMERICAN OIL BIRDS FEED ON FRUIT**

An entirely different bird of South America is also known for the large amount of oil it yields. This is the so-called oil bird or guacharo (*Steatornis caripensis*), a cave-dwelling species haunting the coastal cliffs or mountains in Colombia, Venezuela, Ecuador, Peru, Guiana and Trinidad. It spends the day in the deep, dark caves, coming out at dusk to fly considerable distances in search of food which consists chiefly, if not entirely, of the fruit of the nectandra tree. The bird's flight is swift and noiseless like that of an owl or nightjar. Its

powerful, hooked bill enables it to pluck the fruit without ceasing its flight. It is about the size of a crow, of brown and gray plumage ornamented with large white spots, and with long, stiff bristles on each side of its mouth which are sensitive enough to help the bird find its way in the dark, much like the cat's whiskers. When dead, the adult birds yield an abundance of oil and they are collected in large numbers by the natives who enter their roosting caves for the purpose, knocking them down with long poles. They generally nest on inaccessible ledges in the caves.

#### **INDIANS KILL BIRDS FOR "OIL-HARVEST"**

The nestlings of the guacharo are covered with masses of yellow fat. The Indians collect these and melt the fat or "guacho-butter" in pots of clay upon fires at the entrances to the caves during the season of the "oil-harvest." Thousands of birds are harvested as abundantly as the Australian mutton birds, especially at Caripe. Their melted fat is called manteca or aceite. It is half-liquid, transparent, inodorous and very pure. The yield of oil per thousand birds is not, however, high.

#### **PINT OF OIL OBTAINED FROM ONE PENGUIN**

Almost all birds, of course, have a special oil gland near the base of the tail, which secretes the oil used in preening to maintain a sleek and compact plumage. With most birds the secretion is very small, but in the aquatic birds like the ducks and the penguins the secretion of oil is considerably larger. The penguins as a group are not of great commercial value for, despite their antarctic haunts, their bodies rely upon the feathers as well as a protective mass of blubber, but there is a certain amount of oil to be obtained from their bodies. There is, too, a lot of oily fat in the penguin's body, for its very name is derived from the Latin *pinguis* signifying oily. The natives of the Patagonian coast strip the penguins of their skin and by pressure express the oil from the heavy layer of fat beneath. Nearly a pint of oil may thus be obtained from each bird, but it would take some 2000 penguins to supply a ton of oil. However, the birds breed in great numbers at their favorite "rookeries" and they are all birds of the southern hemisphere, some dwelling quite near to South Africa. The razorbills and guillemots of the coast cliffs of Britain and the northern hemisphere are closely related to the penguins, but there is no great yield of oil from their bodies, certainly not so much as from the antarctic penguin and probably of little commercial value. These birds all belong to the group of seabirds known as auks, distinguished by their black upper parts, white underparts, their short, small wings of poor flight, and the upright position of their bodies. Despite the fact that they lay but a single egg and rear a single brood, they are very abundant birds.

Here's a piece of philosophy for those who feel that they may not be getting the remuneration they deserve. "Work hard. Eventually you will be paid or be missed."—*Drug Mill*.



## A Gossiping Guide to Trends in the Industry

*Some evidence that a black market is developing in cosmetics and how it is operating . . . How consumers are induced to purchase larger sizes . . . Caps and castor oil*

by RAYMOND W. LYMAN

"HOW'S the box situation?" I asked a purchasing agent of a very large firm. "Just dandy," was his answer. "First, you pick out what you want. Then you wait. When it's time for the order to be delivered, you hear the firm can't get that paper. You pick out another paper and settle back to wait some more. After three or four attempts, you're surprised one day to receive the actual boxes. The point is: work as far in advance as possible. I'm working nine months ahead now and expect to be a year ahead shortly. Nobody can fill orders for you without months and months of time to fool around in finding substitutes for what you want."

But that foresight of his is what makes him one of the most valuable people in the industry. His firm's goods are proudly on display where other lines have to cancel orders since the boxes or bottles couldn't be obtained in time.

### INDUCING PURCHASES OF LARGER SIZES

Sidney Rothstein, of the Central Hudson Drug Co., always has done a large business in 50 unit sizes of vitamins. Now that the young chemists are being drafted, his store is eliminating the small bottles and only selling 100 capsules. The customers don't come back so often and the other clerks have more time to wait on transients.

The same method is being tried out in the cosmetic lines they carry. Mr. Rothstein points out that educational campaign should be instituted by the firms, and that they shouldn't be satisfied just to blurb "big, economy size." Point out the number of ounces more the larger bottle contains than two smaller ones and the number of cents saved. Care in screwing tops back on, placing bottles where they can't spill, etc., should all be touched on in consumer advertising. "Save shopping time by buying larger sizes" would be a fine central motif around which to build the conservation hints, is his suggestion.

### A BLACK MARKET IS DEVELOPING

A black market in finished goods is reported to be developing. First, distressed merchandise was bought and peddled. Next, poorly made products

are put out. By whom? Not the cosmetic houses. Of course not. A fringe of the population that stoops to make money by any means is responsible.

Setting up business in out of the way lofts, they concoct batches which, they tell the housewives, are according to rare Viennese or royal formulas. If



Black markets darken England and Russia—Will we escape?

the stuff separates, spoils or does actual damage to the skin, where is the peddler who sold the stuff? Gone. The loft is vacant. The landlord says the man paid two months rent and then moved out.

Undoubtedly some of those who make these home-made batches, mean well. Some are refugees trying to make a living. They just can't cope with substitutes or modern chemistry. Before the situation gets worse, the cosmetic industry may have to take steps to control this traffic.

### BLACK MARKET MAY INCREASE

As we get further into war, the black market may increase. It has existed in Russia and Germany. It is flourishing in England. So it is folly for us to suppose that it won't increase here. And don't forget that every person who buys a jar of junk, and has no reputable label to fall back on, will blame instinctively the cosmetic industry as a whole. Another danger, which we may have to face later, is the packaging of poor goods in re-used bottles.

Junkmen gather bottles and boxes nightly. Buying from them is a cheap way to get bottles and labels. The only counterfeiting we've heard of is used for more expensive perfumes which, when opened, turn out to be weak and pitiful imitations. But discarded bottles are so plentiful that refilling them is a simple matter.

One major house is very gloomy about its experiments with soya bean oil as a substitute for coconut oil. The customers are returning bottles of

shampoo, saying the oil is rancid and not even a heavy perfume will overcome the objectionable odor. The firm is thinking seriously of withdrawing from the shampoo market for the duration.

A Chinese with whom I discussed the problem, said their method (of refining soya bean oil) took many months and many processes. The cost would be prohibitive in this country. He suggested that all substitutes should be made up and allowed to stand in a product for at least six months to see how it acted.

#### CASTOR OIL PLANTING FOR SEEDS ONLY

Getting a release from the Department of Agriculture that they were planting a large crop this year of castor beans in six states, I checked the current oil situation with Mr. Snevilly of the Baker



Lot: of castor oil will be available in just two years

Castor Oil Co. He tells me that the planting is for seed purposes only. So it will be at least two years before a crop is available for pressing. Meanwhile, all oils will get increasingly tight for the cosmetic industry.

#### STORE FASHION TIE-UPS

Fashion co-ordinator Miss Susan Glover says many stores and cosmetic firms are overlooking a real bet in not tying in more thoroughly with fashion shows. She believes that a short noon-hour show is a big attraction for workers and that they like to see not only a complete outfit but also like to hear how make-up should go on to bring out the best features of fabric and wearer. The new colorings are often harsh. The soft colorings of hand-dyed fabrics have almost disappeared. Consequently, she introduces make-up discussions in every fashion show. As a finishing touch, she suggests a dash of a good perfume or one of the rub-in sachets. A discussion of sachets or concentrates should be recommended for every fashion show, she believes. If the stores don't look forward to the time when there will be a scant supply of items containing alcohol, they will lose many sales later. Fashion shows offer an opportunity for consumer education not yet realized by either the stores or the manufacturers.

#### BOTTLES, CAPS AND JARS

E. G. Hagerthey of the T. C. Wheaton Co. reports no difficulty filling private orders for bottles providing the fancy mold was made before the restrictions and providing the customer gives him enough time. Priority orders squeeze in between any other work. So at least three times a normal manufacturing period should be allowed for contingencies. Experiments on coatings for paper caps are coming along well and it is believed that the problem will

shortly be solved to everyone's satisfaction. Plastic tops are now out of the question, of course. The same situation applies to jars as to bottles, allow plenty of time and you'll be all right.

#### DEFENSE MEMO

Primrose House is opening new salons in defense areas where workers are too tired to do their own hair and nails. The firm also is featuring repair work on torn nails, covering them with plastic imitations. What a boon to a war worker who has a special date!

#### HELP TURN-OVER

Everywhere I go I hear moans of training problems. Factories entice demonstrators with tales of fantastic wages. They don't tell them how long it requires a worker to be proficient enough at her new war task to make these sums. So, the turn-over of demonstrators and clerks is "frightful." The women charged with the training program of the big houses are getting so worn out that several have threatened to quit. I told them that no matter what they did these days, they'd have the same help problem so they might as well stick it out with the cosmetic trade which they know.

#### HOW ONE SHOP SELLS PERFUME

Madame Marlaine has built a repeat business of customers through the years she's been in the Empire State building. A library of perfumes is the goal of every woman, she has found. A light outdoor perfume for morning, a floral bouquet for afternoon, a headier perfume for evening. To these she adds a perfume or two for special occasions. Men enjoy the delicate appeal of a perfume. When the men purchase for the lady fair, Madame Marlaine suggests a perfume not too heady which she knows most women will like. Result: when the bottle is finished, nine times out of ten the women themselves return to purchase more.

#### A War Weapon

AFTER over three years of war, it would no more occur to Britain or Germany to throw away advertising as a working tool than it would to discard the submarine or the airplane, says *Nation's Business*.

Reviewing how both Britain and Germany, the two most tenacious opponents in the present struggle, have utilized advertising as a civilian war weapon, the writer points out that both governments long ago would have rid themselves of it, if advertising had proved to be an impediment in any respect. He declares:

"Not even the founders of the European New Order, in which the State is substituted for practically everything, have found a substitute for advertising. . . . When air raids upon England were at their worst, British business continued advertising schedules almost without interruption." The two strongest European nations have found that advertising sustains morale and keeps economic machinery in gear for post-war use.

# The Production of Oil of Limes in Mexico

*Mexican lime oil now equals West Indian in quality . . .*

*Florida lime industry concentrates on producing high grade fruit to meet the great demand of the United States market*

by DR. ERNEST GUENTHER

*Chief Research Chemist, Fritzsche Brothers, Inc., New York, N. Y.*

**I**N MEXICO the lime tree was known in semi-wild state on the Atlantic coast before it was regularly planted near Acapulco on the Pacific coast around 1870. Consul Sutter of San Francisco played a pioneer role in this venture.

Lime fruit has been shipped from Acapulco to San Francisco since about 1875. From then on the Mexican lime industry expanded slowly but steadily until in 1910, with the outbreak of the Mexican revolution, American steamers stopped calling on Acapulco and Mexico lost practically its entire lime fruit trade with the United States. With the return of more normal conditions in 1917, shipping from Acapulco to the United States again was resumed and the Mexican lime industry prospered anew. Between 1915 and 1920 a number of lime plantations were started around Colima and Michoacan, from where the fruit is transported to the United States by rail.

From 1928 to 1935 the lime plantings around Colima were greatly extended, and Colima became Mexico's most important producing center; development of Acapulco and Michoacan was slower.

## PRESENT DAY SITUATION

One of the largest lime plantations in Mexico today is La Nueva Italia in Michoacan, with La Lombardia following next in size. There are about 100,000 trees on these plantings, but recently much of the property has been divided. Around Colima there exist about 500,000 lime trees, most of them growing on plantations of about 40,000 trees each, while the rest are scattered over several smaller ranches. In the region around Acapulco there are about 75,000 to 100,000 trees, all planted on very small lots, and furthermore a tremendous number of wild lime trees. There is also a great number of lime trees in the northern part of the state of Vera Cruz and in the southern part of Tamaulipas around Tampico, but these plantings are small and scattered, many of the trees growing semi-wild. It is estimated that no less than 300,000 wild trees cover the northeastern part of Tamaulipas. Due to the present high fruit prices, these wild trees are now being exploited.

About one-half of the total production of limes

is exported as edible fruit, while the balance is processed.

Until a few years ago, Mexican lime oil was considered inferior in quality to the West Indian oil, shipments of the former always varying and being generally unsatisfactory. Indeed, most of the distillation plants were rather primitive and obsolete, and producers knew little about proper working methods which yield high-grade oil. Still, the Mexican lime, as such, is in no way inferior to the West Indian fruit. In 1939 the picture changed completely when a large concern, operating in Colima and Acapulco, erected a modern plant and, following the advice of the writer, improved the manufacturing process. There are now eight distilleries in the neighborhood of Colima—two in Acapulco, three in Apatzingan, and five around Tampico, as well as others being erected as a result of the growing interest in Mexican lime oil shown by the United States. Four plants manufacture coldpressed and distilled oil, while the others produce only distilled oil. Only three of the existing distilleries are modern, namely, one in Colima, one in Acapulco, and one in Michoacan (Apatzingan).

Mexico has been producing about 30,000 pounds of lime oil yearly, but it is hoped that this year the figure may reach 50,000 pounds.

The Mexican lime tree is of the spiny variety. So far only a few Mexican lime trees have been



Natives harvest limes in Colima, Mexico; volcano in distance



Sacks of limes arrive at the distillery in Colima, Mexico, where ten pounds of oil per ton of fruit is a maximum yield

grafted on sour orange stock, but the growers are now starting to follow this West Indian practice.

The most suitable altitudes for lime cultivation range from sea level to about 2,000 feet and even higher, provided the higher elevations are not subject to frost which destroys the trees. On the Pacific coast of Mexico where lime trees are planted, the soil consists either of volcanic alluvium or sediment. In general, it is dark, loamy and rich.

The seed may be planted in a seed bed at any time of the year, provided ample water is available either in the form of rainfall or irrigation. After eight to eighteen months, the young plants are transplanted into open fields; this, of course, must be done during the rainy season. The rows are generally spaced at eight meters, and the trees six meters apart.

Under ideal conditions, the trees first bear fruit after four years and come into full bearing in the sixth or seventh year. They attain old age, seventy years being considered not exceptional.

#### HARVESTING VARIES BY AREAS

The season for the lime crop is influenced by rain and irrigation. On irrigated plantings the crop continues throughout the year but has definite peaks during the rainy season. In normal years the rainy season on the west coast lasts from June to October. Colima's main fruiting period is in July. Acapulco's in August and September, but varies with the rains. The main fruiting period in Tamaulipas and Vera Cruz is around January. Generally speaking, the main crop lasts from April to November. One fully bearing tree produces normally from fifty to seventy-five kilos of fruit per year. There exist on the west coast some exceptional plantings which are said to yield as much as 200 kilos of fruit per year and tree.

#### DISTILLATION OF LIME OIL

The process of lime oil distillation as carried out in Mexico is quite similar to that practiced in the West Indies, except that the West Indian manufacturers lay greater stress on the production of good juice, for which there is a market in Great Britain, while Mexico specializes mainly in the production of oil and recently also in the manufacture of calcium citrate. The fruit is crushed, the pulp

strained off the juice, and the latter distilled. For crushing, the Enterprise fruit press, mentioned under the chapter on West Indian lime oil, is today employed in Mexico.

Distillation of the juice yields about 0.35 to 0.45 per cent of oil. Ten pounds of oil per ton of fruit (0.45 per cent) is considered the maximum yield.

#### GREEN LIMES USED FOR HIGH QUALITY OIL

In order to obtain a very high quality of oil, modern distilleries in Mexico employ as much green fruit as possible, process the fruit immediately after picking, prolong distillation for seven hours, use Florentine flasks large enough to assure smooth flow of the distillate, and recover the small quantities of oil which are apt to be lost in the distillation water.

While in the West Indies coldpressed lime oil is made almost exclusively by the *écuelle* method, the Mexican producers employ the process of the California lemon and orange oil distillers, but on a modified, much smaller and simpler basis. The entire fruit is crushed, the pulp strained off, and the mixture of juice and oil separated in high speed separators. The yield of coldpressed oil in Mexico ranges from 0.28 to 0.35 per cent. It is about seven pounds of oil per ton of fruit.

This process has, of course, certain disadvantages. The oil is very finely distributed in the juice, and parts of the more water soluble oxygenated compounds cannot be recovered.

Prior to the outbreak of the present war, some of the Sicilian machines used for manufacturing citrus oils, especially the Avena machine, were adapted also for the manufacture of lime oil. Undoubtedly these machines could be used to great advantage in Mexico but, unfortunately, they are at present not available.

In Mexico today there is a great demand for citric acid, imports from the United States being drastically curtailed. For this reason, most lime oil distillers in Mexico produce calcium citrate in a more or less primitive way. Only two or three plants are equipped for the production of citric acid which is sold on the local market but not exported.

#### Florida's Lime Industry

Florida's lime industry cannot yet be considered as firmly and permanently established. A tropical plant, the lime tree is severely damaged, if not killed, by frost, and Florida does suffer occasional cold spells. During the 1939-1940 winter, frost destroyed practically the entire lime crop, but fortunately most of the trees came through in good condition. The Persian or seedless lime, which represents the present commercial crop, was introduced around 1915 but has come into prominence only during the past ten or twelve years. Today Florida produces high grade fruit which has a ready market in the United States. For this reason, very little surplus fruit is available for the production of oil, the sale of fresh fruit being much more remunerative.

Florida's main lime producing regions extend



outside of Miami in the Flatwoods section near Princeton and Homestead. In recent years, quite large plantings have been started also around Winter Haven and Bradenton.

The so-called "Key limes" are harvested in the southern part of Florida but, since these trees grow wild and since the fruit is quite small and difficult to harvest, the Key limes have been neglected in favor of the large Persian limes which today are gaining favor on the market. The harvesting of Key limes is almost impossible since the wild trees grow in the most inaccessible regions. Besides, large amounts of Persian limes are being produced lately. The wild or Key lime trees have existed in Florida since the state was settled.

The crop of Persian limes lasts approximately from the beginning of July to the beginning of October. It is an interesting fact that limes cannot be gathered in the early morning when they are still wet with dew or at any time when the skin is moist from rain or humidity because such fruit spoils soon after it is touched.

During 1941, the South Florida Avocado and Lime Growers Assn. shipped from Florida about 90,000 bushels of limes which, at 55 pounds to the bushel, amounts to almost 5,000,000 pounds. To this must be added the small percentage of wild Key limes. This figure applies to last year when a number of lime groves had not come into bearing. Since new groves have been planted each year, it is quite probable that the export figures will be doubled within the next four or five years.

The only lime oil producers are located in Dunedin near Tampa. They process the fruit delivered to the plant which specializes in canned citrus concentrates, mainly orange and grapefruit. The process of extracting coldpressed lime oil is the same as that used for making coldpressed orange and grapefruit oils. In the case of limes, the relatively high price of the oil permits recovery of another by-product, namely the distilled oil. From

approximately 250,000 pounds of limes, 150 pounds (0.06%) of coldpressed and 375 pounds (0.15%) of distilled oil were obtained. The producers were unable to account for this very low yield but they claim to have made such improvements in their machinery during the past season that they were able to increase the yield of orange oil by approximately 50 per cent. It is quite possible that they can achieve the same results with limes.

The process of producing lime oil, as practiced in Dunedin, is based upon the following principle consisting of three steps:

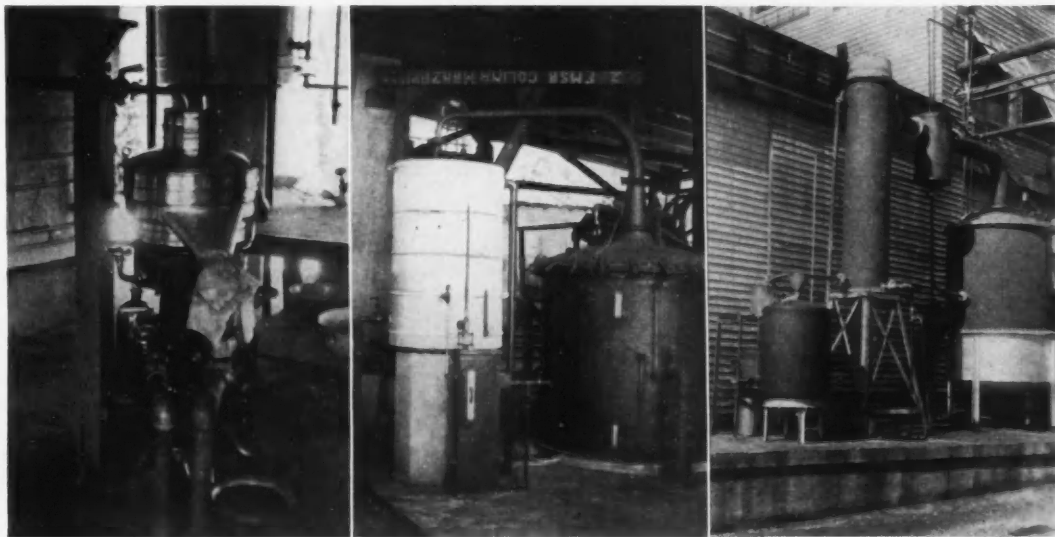
1. Obtaining the juice, free of oil.
2. Expressing the coldpressed oil from the peel.
3. Distilling the oil from the partly exhausted

waste peel resulting from the coldpressing process.

ad. 1—Obtaining the juice, free of oil, is accomplished through an ingeniously constructed machine of very high capacity which automatically grasps the fruit, cuts it in half, and displaces the juice without injury to the peel oil cells. For this purpose the limes are automatically fed into cup-shaped containers with a very smooth surface. The fruit is then held by a similar, corresponding cup approaching from the opposite direction and is drawn across a knife which cuts the fruit in half. At one point in the travel of the halved limes, a head enters the cup and removes the juice by simple displacement. Since the walls of the cup are extremely smooth, the peel oil cells are supported in such a fashion that the tremendous pressure exerted by the entering head does not break the oil cells of the peel.

ad. 2—The peel of the halved limes, freed of juice, is fed automatically into a set of horizontally arranged heavy steel rolls (cylinders) which extract the peel oil by enormous pressure. These rolls are so roughened that there is no support for the peel oil cells and, when pressure is applied, the cell content pops out into the capillary grooves of the rough surface.

This Pipken machine represents the ideal method for the extraction of essential oils which occur in cellular sacks and in large amounts, as is the case with citrus oils. The oil and water forced out of the oil sacks and cells of the peel are freed of cellular mate-



In Mexico, coldpressed lime oil is extracted directly from the juice. Left, the centrifuge used in the process. Center, Florentine flask for distilling lime oil is shown at left, below condenser. Right, distilling lime oil in Dunedin, Florida



rial by straining through a screen, and the emulsion is broken up by running through a high speed (for instance Sharpless centrifuge. The separated cold-pressed oil is finally clarified by settling, freezing and filtering.

ad. 3—The effluent (cell water) from the centrifuge, which still contains some oil, is then mixed with the waste peel which had been squeezed through one-quarter inch perforated plates of regular Enterprise meat choppers. The mass is ground into a very thin slurry, and immediately fed into a steam-jacketed copper still of modern construction, permitting rapid operation. Distillation is carried out with direct and indirect steam and under agitation. Because of the large volume of steam injected, practically complete exhaustion occurs in less than one hour.

Evidently the oil obtained by this distillation process is quite different in quality and chemical composition from oils produced in the West Indies or Mexico by the usual methods. The causes are:

1. Rapid distillation and, therefore, less action of heat.
2. Absence of citric acid in the still content, no action of a highly acid medium upon the citral. Therefore, the oil shows a much higher citral content than the usual distilled lime oils.
3. The oil is distilled from waste peel which had been partly deprived of its oil by cold-pressing.

#### PHYSICAL AND CHEMICAL PROPERTIES

A sample of coldpressed oil extracted in Dunedin and analyzed in our laboratories showed the following constants:

Specific Gravity at 15°C.	0.886
Optical Rotation	+41°26' (approximately)
Refractive Index	1.4855
Aldehyde Content (calculated as citral)	7.4%
Evaporation Residue	13.0%
Solubility	Because of the presence of wax, not clearly soluble in 5 volumes of 90% alcohol.
Odor and Flavor	Characteristic, full, and rich.

A sample of oil distilled in 1940 by J. J. R. Bristow of Dunedin, in the presence of the writer, had the following properties:

Specific Gravity at 15°C.	0.8632
Optical Rotation	+43°20'
Refractive Index	1.4759
Aldehyde Content (calculated as citral)	5%
Solubility	Clearly soluble in 4 volumes and more of 90% alcohol.
Odor and Flavor	The oil resembles cold-pressed oil; the citral note is quite pronounced.

#### TOTAL PRODUCTION OF LIME OIL

In past years Florida produced only small quantities of distilled and coldpressed lime oil, amounting to just a few hundred pounds. There is hope that the production will be increased considerably this summer and during the coming years as the newly planted lime plantations come into bearing. Of course, the production of oil in Florida will

always be limited since the limes are of high quality and find a ready market as edible fruit in the United States. (To be continued)

### Substitutes After War

IT is interesting to speculate on the probability that after the war is over and normal avenues of trade are opened for imports, there will still be a considerable outlet for some of the very excellent substitutes which have been developed for natural products, such as bergamot, geranium, oak moss.

The American cosmetic and soap industry would have been in a rather serious position from a raw material standpoint, had it not been for the ingenuity, resourcefulness and training of the synthetic aromatic chemical industry and the perfumer in developing extremely satisfactory artificial materials at very economical prices.

To the surprise of many consumers, it was found that the finished product did not suffer from a quality standpoint and any slight change was represented rather by a change in character than by a depreciation of quality. There was some compensation in the fact that the substitute products maintained a uniformity of quality which is sometimes lacking in certain natural materials which vary from locality to locality or from season to season.

It would be a rash man who would prophesy that high priced perfumes will use such substitute materials as the ones indicated above, but possibly a mixture of natural and artificial may be used in such finished products. When it comes to the lower priced products, we are confident that manufacturers who have used good quality, medium priced artificial essential oils, will find it to their advantage to continue the use of these products under normal conditions benefiting themselves from the cost angle and a uniformity of quality can be counted upon month to month, and year to year.—*Ralph M. Stevenson.*

### A Man to Watch

A GOOD man to keep your eye on, if you manage or work in a civilian industry, is a poor immigrant boy who came from a big country—Russia—to make good in our big government. He is Joseph Lee Weiner, new director of the Office of Civilian Supply and chairman of the W. P. B.'s Committee on the Concentration of Production.

He and his associates have the power to tell any company in America that it must close down, curtail its operations, or unite with some other company in the interests of prosecuting the war more vigorously.

Already, many civilian industries that once brought steady payrolls to their towns have been closed by the Concentration Committee. Others will follow swiftly, if present actions are an indication. This concentration will touch distributors as well as manufacturers—and, naturally, will affect retail businesses wherever civilian industries are closed.—*Nation's Business.*

## Concern Over Politics

FROM the standpoint of finance, government stands today in a much more favored position than any of our stockholders. The writing of a law and the signature with a pen makes it possible for the government practically to draw at sight on the controllers of our companies. Let it be understood clearly that we have taken pledges to those, who invest their money in our industrial enterprises, that we would run our business efficiently and economically. They have had confidence in us, otherwise they would not have invested their funds in the securities of our organizations. And we have a long heritage of tradition. Yes, business tradition and honest business ethics attempt to make good on those pledges.

As business men, we don't make direct pledges to government which only has to exercise its right of sovereignty to tell us how much is due and payable. We send the checks—with very little question, unfortunately, with a shrug and an expostulation.

But we can afford no longer the luxury of unconcern when everyone of us today finds that the sum total of money going to the government is equal to or, in most cases, greater than the amount of money which we are paying to our stockholders. The indictment regarding our unconcern grows poignant.—*Percy C. Magnus.*

## Cream Cologne Emulsions

THE DEMAND for cream colognes and liquid creams has been drawing increasing attention in view of the limitations imposed on the consumption of alcohol. A few suggested formulations will doubtless be of interest, says *Schimmel Brieft.*

Vegetable lecithins offer interesting possibilities and the basic procedure for their use is as follows: the lecithin is first melted and then a small quantity of water is added which will be absorbed upon further heating under constant stirring. Upon absorption more water is added. As soon as water from five to ten times the quantity of basic lecithin has been added, the mixture is stirred very vigorously and then an additional substantial quantity of water is added. The production of a fairly stable emulsion of this type is somewhat tricky but after some experimentation yields a very satisfactory product.

Frequently emulsifiers of the oil-in-water type are added, such as triethanolamine compounds, gum Arabic, tragacanth or a suitable substitute, albumin, etc. These are best dissolved in water before adding. Soaps may be formed during the preparation of the emulsion by melting fatty acids together with the lecithin and later adding an appropriate quantity of alkali together with part of the water used, this addition being made during constant stirring of the mixture. The emulsifying power of lecithin is usually considerably impeded by the addition of oil and the emulsion will, of course, be milky.

A suggested formula would be the following:

Lecithin 100 is melted with stearin 50 and to this is added a hot solution of triethanolamine 15 and water 300. After thorough stirring a further addition of water 550 is added.

An admixture of fats is usually advantageous. The method of production, the quantity of water added, the selection of suitable emulsifiers, all depend upon the purpose for which the emulsion is intended. Naturally a creamy lecithin emulsion in which only lecithin has been used as emulsifying agent is more stable than a very liquid emulsion.

While a mucilage of tragacanth as well as gum Arabic are both good emulsifiers when used singly, the two used in combination usually form an incompatible mixture. The addition of gum Arabic to tragacanth mucilage is apt to cause precipitation, and the viscosity of a mucilage made from a mixture of the two is lower than that of a mucilage made from only one of them. The ability to form a suspension is also impaired and the addition of an electrolyte is usually without avail.

A few formulas based on the use of fatty materials are as follows:

Stearic acid	5.
Cholesterin	1.
Cetyl alcohol	.5
Mineral oil	10.
Water	8.5
Triethanolamine	2.5
Perfume oil	.5

The mineral oil, stearic acid, cholesterin and cetyl alcohol are heated together to 85° C under constant stirring, care being taken that the cholesterin is completely dissolved. The triethanolamine and water are now mixed separately and likewise heated to 85° C. This solution is now added to the warm oil mixture under constant stirring. This combination must be effected by pouring the triethanolamine solution in a steady, even stream, avoiding the formation of air bubbles. When the entire mixture has cooled somewhat, the perfume oil may be added.

Glycerin	15.
Stearic acid	1.5
Quince seed	1.
Potassium hydroxide	.2
Gum Karaya	.3
Cetyl alcohol	.5
Lanolin	1.
Preservative	.1
Water	79.9
Perfume oil	.5

The manufacturing procedure is similar to that given above.

Lanolin	1.5
Grape seed oil	7.
Sulfonated fatty alcohol	.3
Lecithin	.5
Sperm oil	4.
Water	82.
Perfume oil	.5

# Packaging

## PORTFOLIO



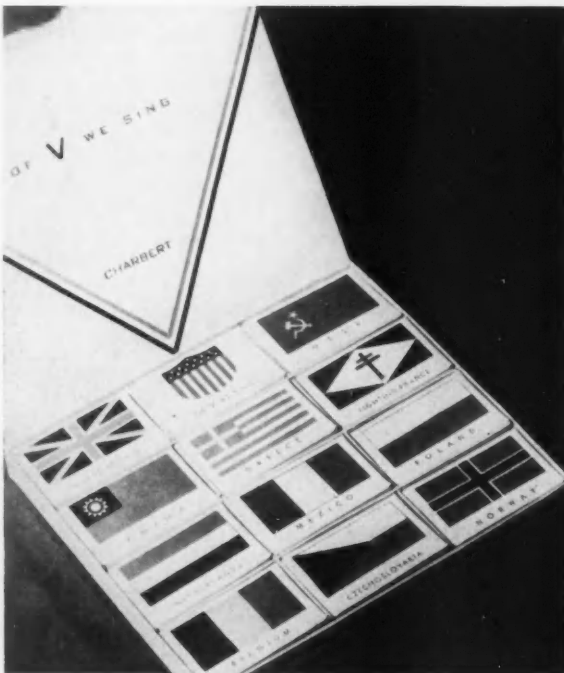
MILKMAID: Time-Saver Kit, a complete cleansing treatment of three items, appears in the line's flower-sprigged packages.

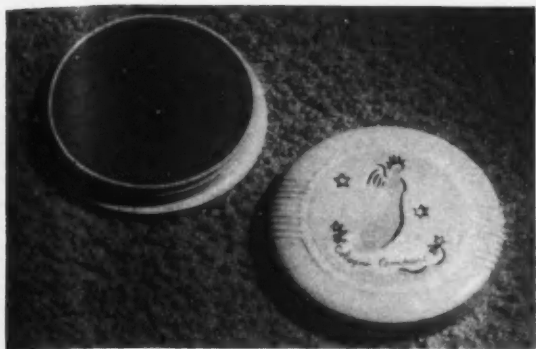


DOROTHY GRAY: A miniature cardboard letter box houses Red Letter Red: lipstick, rouge, nail polish, face powder.

CHARBERT: Twelve United Nations' flags decorate 12 cakes of hardmilled toilet soap in a colorful package, Of V We Sing.

TONE: A powder puffer—dusting powder in a bellows package—and cream cologne come in a new Wood Violet scent.





**RUBINSTEIN:** Concentrated cologne in a compact, with no alcohol, will be launched in April in Heaven-Sent fragrance.



**HERB FARM:** Cardboard and paper containers are new for this rouge, lipstick. Packaging—blue, white—is the same.



**JEAN VIVAUDOU:** Instead of special gift packages for Attar of Petals, satin ribbon ties various sets for year-round appeal.



**JOHN HUDSON MOORE:** Sportsman "Refresher Set," the first popular-priced one, is launched for Father's Day but will be year-round.

**DERMETICS:** A pink and blue carton adorned with gazelle-on-clouds design now holds the eight-ounce size of Soil Adsorbing cleanser.





## Motor Maintenance

**THE FOLLOWING** ten commandments of electric motor maintenance are offered by the Safety Research Institute:

1. Open-type motors should be blown out weekly; those operating under severe conditions, daily. Use no more than 50 pounds of pressure to avoid possible damage to insulation.
2. Follow manufacturer's instructions in lubricating motors. Too much oil is as bad as too little, causing deterioration of insulation.
3. Inspect bearings weekly or oftener. Feel temperatures, examine for excessive end play, and make certain oil rings are working.
4. Inspect brushes and commutators weekly or oftener. Make certain brushes are seated perfectly and commutators are smooth. Use proper grade of carbon brushes to prevent wear of commutator and reduce sparking.
5. Where motors operate with excessive belt tension, check the air gap between rotor and stator every week. A monthly check of motors in average use is sufficient. Difference in the width of the gap around the circumference of the rotor will indicate extent of wear on bearings.
6. Where motor leads are exposed to view, check them weekly to see that connections are tight, well insulated and protected, and free from oil.
7. Inspect ground connections weekly, keeping them tight and in good condition. This is for the protection of employees, and for the proper operation of over-current protective devices.
8. Set up a regular schedule for overhauling motors. Most motors should be overhauled annually, while those in severe use should be overhauled twice a year or oftener.
9. Dismantle the motor for a complete overhaul job. Wash all parts with carbon tetrachloride or some other safety solvent. Paint the windings with a good, oil-resisting insulating varnish.
10. Keep the area around the motor as clean as the motor. Arcing frequently ignites oily material that has not been cleaned up. When fire breaks out in or around a motor, shut off the power before attacking the flames, if possible.

## The Road to Trouble

**UNCLE SAM** has spent almost three-quarters of a billion dollars in Puerto Rico in the last 10 years. Despite this enormous expenditure, 90 per cent of Puerto Rico's people still live in shacks, have a slow-starvation diet, and plead for more help. Now they want independence.

An analysis of Puerto Rico's suffering and discontent is made by *Nation's Business* which points out that this island possession, one of the first ever acquired by the United States as a result of war, has brought problems which this country will encounter many times in areas brought under our military control during the present war.

Governor Rexford Guy Tugwell has instituted plan after plan to relieve Puerto Rico's distress. Despite all the money, time and energy devoted by

Uncle Sam to Puerto Rico the fact remains that one of our most valiant experiments in imperialism, undertaken with a kindly heart and liberal gifts, has proved to be one of our biggest thorns-in-the-flesh from many standpoints.

## A New Kind of Money

**VERY** soon every American will become familiar with another kind of money—the new “O.P.A. currency” in the form of ration stamps and coupons which will be as familiar as greenbacks.

The housewife, in much of her trading, will have to have both the old and the new types of currency with which to make her purchases at the store. Retailers and other business men will turn in the new currency, as well as the old, to their banks, which will handle the ration coupons and stamps by approximately the same economical and convenient system with which they handle greenbacks. And they will do it without cost to the business men. So far the system appears to be working in a fairly satisfactory manner. Kinds which have developed have been ironed out. In a few instances they have not, notably during the fuel oil crisis, but these are uncommon.

## Rose Oil Without Rose

**HERE** is a compounded rose oil made without using any pure rose oil. In this composition only the following oils were used:

### Natural Oils

app. 12%

Asiatic Styrax  
Geranium Algerian  
Sandalwood  
Guaiacwood  
Clary Sage

### Isolates from Natural Oils:

app. 68%

Geraniol  
Rhodinol  
Citronellal  
Geranyl Acetate  
Hydroxy Citronellal  
Nerol  
Rhodinyl Acetate  
A. Ionone

### Chemicals:

app. 20%

Phe-Eth-Alcohol  
Phe-Acet-Ald.  
Benzyl Acetate  
Octyl Aldehyde  
Nonyl Aldehyde  
Decyl Aldehyde  
Musk Ambrette  
Rosindol

The very large percentage of the materials used are Isolates and chemicals, showing that chemistry is taking a big hand in the perfume industry.

The rose odor is comparatively a poor proof alongside of the jasmin odor when it comes to the use of chemicals in percentage to isolates and naturals. Jasmin uses about 60-80 per cent of chemicals.—*Frank Spitaleri*.



# S<sup>oap</sup>

## Soap Proves to be a Good Fighter in Gas Warfare

*Considerable amounts of soap are used in decontamination work, removing surface gases . . . Best methods to remove traces of poisonous gas, especially the dreaded vesicants*

by PAUL I. SMITH

IN THE event of gas being used by the Axis a considerable amount of soap will have to be reserved for decontamination work. It is of interest, therefore, to consider briefly the use of soap for removing traces of poisonous gases, particularly the vesicants from the skin. At the outset it may be said quite definitely that soap alone is of very little use for removing mustard gas or Lewisite. Tests have shown that washing with green soap solution five minutes after application of liquid mustard gas does not prevent or lessen the degree of burn unless unabsorbed mustard remains on the skin at the time. (Lt. Col. Edward E. Vedder, "Medical Aspects of Chemical Warfare"). The main use of soap is as a supplementary cleansing agent. Thus, used in conjunction with kerosene, soap can be of the greatest benefit. The best method of decontamination with kerosene and soap is to rub the affected parts with the solvent, using fresh swabs repeatedly, and then to wash the skin thoroughly with soap and water. Soap is used prior to treatment with chloride of lime or chlorine preparations. Thus in all decontamination centers showers are provided so that the gas casualties can be properly cleansed before going into the treatment room. Efficient removal of unabsorbed vesicant greatly facilitates treatment and lessens the danger of patients already in the treatment room being subject to gas concentrations arising from fresh casualties.

It should be realized, therefore, that soap is of use only as a means of removing surface gas and its value depends on its property of rapid emulsification. High emulsifying green soap is of the greatest value and although it is stated that the presence of additives, such as glycerol, alcohol,

acetone, kerosene, etc., does not increase the efficacy of the soap, the inclusion of a proved emulsifying agent, such as triethanolamine should be beneficial. The inclusion of special bodies such as chloramine may also prove useful, especially as this chemical is used in sodium stearate for the subsequent treatment of vesicant burns, such as those of mustard gas and Lewisite.



Nurses with special gas equipment at a first aid post in Paddington, England, demonstrate treatment for poison gas victims. Plenty of water, soap flakes and "bleach" are used

## Uses for Wetting Agents

**A** HELPFUL list of the uses of wetting agents in various cleaning preparations was given at one time by Samuel Lenher at a meeting of the Society of Chemistry and Industry. It included: ingredient of radiator cleaners, ingredient of denture cleaners, ingredient of shoe cleaners, ingredient of dry cleaning soaps, ingredient of dish washing compounds, ingredient of household alkali cleaners, ingredient of spot removers, ingredient of sterilizing compound for dish washing, addition agent to soaps to give dispersion of insoluble soaps, ingredient of brushless shaving cream, ingredient of shampoo for humans and animals, ingredient of bubble bath preparations, dentifrices, lotions, creams, etc. It is nothing short of amazing when one considers the scores of applications of modern wetting-out agents such as the fatty alcohol sulphates in the soap and allied industry.

## Blackening-out Factories

**C**ONSIDERABLE thought and a good deal of time and money have been expended by the soap and allied industries on the blackening-out of factory premises. For the benefit of American soapers it may be of interest to remind them of the official recommendations made by the British Industrial Health Research Board and other bodies for conditions for satisfactory ventilation:

Temperature for workrooms for very light work not to exceed 65-69 deg. F.

Temperature of workrooms for light active work not to exceed 60-65 deg. F.

Temperature for workrooms for heavy muscular work not to exceed 55-60 deg. F.

Fresh air supply either by natural or by mechanical ventilation not less than 1,000 cubic feet of air per hour per person.

Air movement within the factory 20-30 ft. per minute, according to the class of work and time of year.

## Saponification of Soaps

**ALTHOUGH** the basic principles of saponification are a matter of common knowledge, what actually takes place during this process does not always seem clearly understood says *Schimmel Briefs*.

The primary processes used in soap manufacture are, of course, the boiling process and the so-called cold process. The latter method requires highly concentrated lye whereas the former, which is the one primarily used, utilizes weak lye or lye of medium concentration.

In the boiling process the saponification of the fats is achieved through intimate contact of the fats and lye and the formation of an emulsion.

At the beginning of the reaction some soap should be in the kettle, which will form easily when fats with high acid content are used. The saponification takes place in several phases which are termed emulsion-saponification, rapid-saponifica-

tion, and final-saponification. During the first phase the saponification progresses slowly until the heterogeneous mass turns suddenly homogenous, at which point the rapid-saponification begins. The emulsion disappears and the fats and lye dissolve in the soap. This unification already takes place upon saponification of 10 to 20 per cent of the fats present. In case of slowly progressing saponification, or in the presence of too highly concentrated lye, this unification will form with difficulty. In such cases the reaction will be facilitated by the addition of soap, the dilution of the lye, or by allowing the contents of the kettle to stand for a while. Even after the completion of the rapid-saponification small quantities of natural fats remain, the complete saponification of which requires additional boiling. This saponification therefore takes place during the final reaction phase. A boiling period of from one to two hours after the last addition of fats should generally be sufficient to complete saponification down to .1 per cent.

While the saponification in the boiling process primarily takes place in a solution of fats in aqueous soap, cold process saponification is achieved in an emulsion of the water-in-oil type. Water-in-oil emulsions are only formed in highly concentrated or metallic soaps and the cold process therefore requires highly concentrated lye (38° to 45°). The soap which is thus formed at low temperatures, the lowest degree of which is dependent on the solidification point of the fats used, is highly concentrated and hydrophobic. The soap dissolves in the fats while the excess lye remains emulsified in the form of finely dispersed droplets with the fat.

Cold process saponification begins by agitating the liquefied fats with concentrated lye. From the very start the final quantities of fats and lye must be mixed as later corrections are not possible. During cold process saponification important changes take place in the soap mass. At a certain period the type of emulsion is changed and the fats-in-lye emulsion turns into the much more stable lye-in-fats emulsion. With this change of emulsion type, the speed of saponification increases and a new phase, the rapid-saponification phase begins, generating considerable heat. The entire reaction ends with a period of final-saponification, during which the speed of saponification diminishes rapidly with the decreased concentration of the reacting ingredients.

## New Soap for Soldiers

**A** SOAP that can be used for shaving, for the bath and in emergencies for laundry purposes has been developed by seven soap companies in cooperation with technicians of the U. S. Army. The soap is to be used by soldiers and it is claimed is suitable for use in waters of all degrees of hardness. The following companies cooperated in developing the new product which it is understood will be offered to the Army in due course: Lever Bros. Co., Colgate-Palmolive-Peet Co., E. I. duPont de Nemours & Co., Allied Chemical & Dye Corp., Monsanto Chemical Works, Procter & Gamble, Inc., Armour Soap Co.

## Outlook for Fats

by CHARLES E. LUND\*

THE NATION'S processing, transportation, and storage facilities will be utilized to the utmost to bring to market in 1943 the largest production of fatty oils in our history. The output from domestic raw materials is expected to reach 11.7 billion pounds, 1½-billion-pound increase over last year's record. Supplies for civilian consumption will be lowered by the ever-increasing needs of our armed forces and by shipments of vital fats to other United Nations countries. A stock pile is being accumulated.

To produce soap and the resultant war product, glycerine, the soap industry will have to rely almost entirely upon animal tallow and greases, as aluric acid vegetable oils, formerly received from the Pacific area, are no longer available in any quantity. A household waste fat campaign is reclaiming considerable amounts of kitchen grease to help maintain our glycerine and soap output.

Soybeans are in the spotlight. The 1942 crop of 211 million bushels was the world's largest, and the oil production this year will be in greater volume than all fats and oils imports previously received from areas now inaccessible.

The United States will continue as the world's largest producer of cottonseed oil with an output of about 1.4 billion pounds in 1943.

A record 400 million pounds of peanut oil anticipated in 1943 will provide one of the world's finest edible oils for our wartime needs.

A record 3-billion pound lard production in 1943 is expected to provide for about a normal domestic civilian consumption and larger exports.

In 1941 and 1942, there was considerable advance buying of fats and oils finished products by distributors and consumers who feared rumored shortages. Effective October 1, 1942, the War Production Board issued orders allocating specified percentages of the raw materials to manufacturers, based on their 1940-1941 average usage of these products for civilian consumption.

### Proper Use of Rosin

THE USE of rosin in soap manufacture, especially in spray-dried or powdered soaps, is discussed in a technical booklet just issued by Hercules Powder Co., on the basis of continuing research begun three years ago in its laboratories.

The data indicate that when the right choice of rosin is used as a part of the soap stock, and in proper proportion to other soap stocks (in the range of three to 30 per cent rosin), certain definite advantages are gained while no worthy soap qualities are lost. Spray-dried soap can be made with 15 to 20 per cent rosin content.

An extensive research program on soap making was undertaken to determine the true place of rosin in soap, about which there had been much difference of opinion. Rosin was first used in soap manufacture in the middle of the last century,

when it was used largely in high-tallow content soaps, and its use improved water solubility and sudsing. For many years most soap makers have held to the theory that rosin has only limited value in soap manufacture, primarily as a filler or extender.

The results obtained so far show conclusively that the proper use of rosin imparts desirable properties to all types of soap. In addition to the low price and large volume available, rosin can impart to bar, spray-dried, or built soaps (1) quick and lasting suds; (2) improved solubility; and (3) reduced dusting of spray-dried soaps and flaked soaps.

Detergency also can be improved by proper use of rosin, the data indicate. Spray-dried and flaked soaps containing rosin have no unsatisfactory aging or odor characteristics. Discoloration or aging in bar soap is in proportion to the grade and amount of rosin added.

In the work described, both gum and wood rosins were used. All detergency and sudsing tests were conducted using water of two different degrees of hardness. The soap against which all detergent tests were measured was a straight neutral sodium soap made from prime white tallow. Soap stocks used in intermixtures with the rosins consisted, in most cases, of a white stock and a brown stock. The experimental soaps were prepared in the Experiment Station laboratories of the company where the tests were made.

### Increasing Glycerine Supply

THE United States is being forced to use up its stocks of glycerine, even though the means to balance production and consumption are within reach. If every household collected half a pound of waste fat a month for the war, it would bring us to the point where we could make up our needs out of current production. As fats are 10 per cent glycerine it is estimated that this source would supply one hundred million pounds of glycerine annually. The Salvage Division of the War Production Board is to intensify its drive to get these kitchen fats to the factory.

Glycerine is used in making cordite, an especially strong propellant; and the British employ it almost exclusively to fire their big guns. In addition, explosives containing nitro-glycerine are used in some weapons of the United States armed forces.

Beyond its use in explosives, glycerine is essential to war production in a host of uses—many of them vital secrets. Some of the best-known products depending on glycerine are: gun recoils, hydraulic equipment, pumps, ships' steering gear, compasses, depth charge release mechanisms, protective coatings for weapons, and medicines, including the tannic acid salve that heals burns for soldiers and sailors.

Because of the huge war demands the United States is now consuming and exporting about 20 million pounds more glycerine a year than it is producing. The excess at present is coming out of stockpiles.

\* Dept. of Commerce.

## Preventing Industrial Dermatitis

**ACCORDING** to recent reports from the United States Health Service Dept., the annual cost of industrial and occupational skin disease is rated at approximately \$7,000,000. During the past few years, industrialists have given considerable attention to skin allergies and a high standard of hygiene is insisted upon in most well managed plants. Supplementing the cleansing action of soap, both solid and liquid, the use of protective creams is recommended. Many of these preparations are mainly emulsions of lanolin and vaseline, stearic acid, etc., made on similar lines to cold cream. These cannot be classed as the most successful, owing to the fact that there is a risk that the grease may act as a solvent for the skin irritant and thus insure its penetration into the skin, thereby defeating its own purpose.

The use of methyl cellulose is stated to be particularly useful in this connection as it forms a protective film impervious to coal tar compounds known to exercise a toxic effect. The addition of a large percentage of china clay, up to 20 per cent, to compounds of the vanishing cream type is recommended by some writers. The function of the clay is to fill the pores of the skin and so prevent the absorption of foreign bodies.

## Leather Cleaning Compound

**SADDLE** and leather cleaning soaps are already in great demand and such demand is likely to be intensified. It may, therefore, prove of interest to consider the composition of a good cleaning compound. The basic ingredients are: a good hard soap, ammonia, distilled water and a small proportion of glycerine plus a suitable grease removing solvent. A useful formula is as follows:

Neutral soap .....	8 lbs.
Distilled water .....	100 lbs.
Ammonia 26 deg. Be. ....	8 lbs.
Glycerine .....	12 lbs.
Trichlorethylene .....	8 lbs.
Alcohol .....	4 lbs.

Mode of manufacture is very simple. First of all dissolve the soap, which preferably should be flaked or chipped, in the distilled water at 85 deg. C.; cool and then stir in the other ingredients.

## Advantages of Polystyrene

**IN** A previous contribution to this journal the writer discussed the possible use of polystyrene resin, one of the comparatively few plastics of interest to the trade for containers and bottle closures. The statement was made that while polystyrene is an ideal material for use with acid preparations it is likely to crack and craze when in intimate contact with alkaline compounds. It is advisable to modify the latter part of this statement in the light of a personal investigation carried out by the writer.

The difficulties experienced by one particular

manufacturer using molded polystyrene caps for collapsible tubes containing an alkaline toothpaste have been traced now to the use of an inferior type of resin containing low boiling plasticizers and also to the setting up of internal stresses during the injection molding of the caps. From inquiries made, it seems quite definite that provided a good grade of polystyrene is used it may be employed with every confidence for contact with both weak alkalies and strong alkalies. Proof of this is afforded by the fact that polystyrene containers are being used for transporting sticks of caustic soda and other alkalies for laboratory purposes.

It will be remembered that the great value of polystyrene for bottle caps and special containers is that it does not absorb any moisture and therefore its dimensional stability is of the highest order. This resin cannot be used where there is a likelihood of contact with aromatic and chlorinated hydrocarbons as it is soluble in these liquids.

## Copper Soaps for Rotproofing

**THE** USE of copper soaps for rotproofing sandbags is likely to prove of immediate interest to American manufacturers and owners of property. Dr. E. F. Armstrong, one of the most brilliant of British scientists, recently published a statement dealing with the whole problem of rotproofing sandbags. This statement was based on the work of a committee of the Research and Experiments Dept. of the Ministry of Home Security. Dr. Armstrong stated that the life of an unproofed bag varied from 82 days in winter to 21 days in summer, the time being proportional to soil temperatures. Cause of deterioration is due to decay of the fibre of the bag by several agencies, such as micro-organisms; attack by chemicals, particularly alkalies in cement; purely physical reasons, e.g., shrinkage of fibre when wetted and expansion of wetted contents of the bag, etc.

Essential properties of rotproofing agent must include: fungicidal and bacterial properties, neutrality and non-solubility in water. Materials recommended are certain tar distillates, organic copper salts and cuprammonium. When using the copper soaps it is recommended to use such concentration that will insure a copper content of 1 per cent in the fibres. (The initial minimum of 0.8 per cent has been specified for all British government contracts.) The above copper content is calculated on a basis that there is a loss of approximately 0.06 per cent copper per month due to seepage of the very slightly soluble copper soaps (mostly naphthenates). These copper soaps can be applied in white spirit solutions and it is estimated that a gallon of 25 per cent emulsion will cover 10 square yards of revetment.

External treatment of revetment can be effected by spraying or painting. Best results, says Professor Armstrong, are obtained by proofing with a combination of creosote and copper naphthanate. Bags thus treated have a useful life well in excess of two years.



# Flavors

## Why Try to Grow Herbs in the U.S. at a Loss?

*Most can be grown but how can we—with the help of tariffs  
—build up foreign trade if we take markets from our  
neighbors? Higher labor costs and other factors involved*

by M. L. VAN NORDEN\*

**M**OST of the herbs used in industry are being grown in the United States at the present time and many of the seeds have been grown here experimentally, some commercially. Some very nice samples have been produced by the Imperial Valley Station of the University of California College of Agriculture.

### ANISE SEED

For instance, anise seed is grown in many countries. We are told that a good quality of anise is grown in California and could be produced at a price if labor could be found to harvest it. At present Spain produces the best quality for use in cakes. Russian anise is much stronger and is more used in the drug trade. Statistics show an average value of imports of \$38,000 and a pound value of 7¾c.

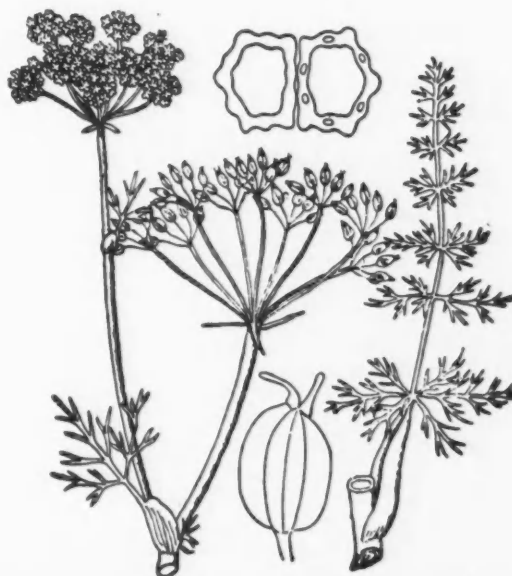
Canary seed is another item which could be grown here. Now it comes principally from the Argentine where it is an important article of export. Their dockside price has averaged 2¾c. per pound and American farmers may be able to compete with it.

### CARAWAY

Caraway is an interesting seed. It comes principally from the Netherlands and is a crop that takes two years to mature. On account of the peculiar climate of Holland, the unusually moist soil, most of it being really below sea level, this seed comes to its perfection in Holland. The total average im-

ports were \$370,000 and the pound price 6¾c. dockside Holland.

Celery seed is another item largely used here. This comes from several countries, the best from southern France. The average imports according to 16 years Spice Association figures were 945,000 pounds. The average price at shipping point 18½c. India grows a great deal of celery seed and is the principal supplier now. Celery is grown here for



Caraway which grows in moist soil takes two years to mature

\* Van Norden & Archibald, New York. Abstract from report to National Farm Chemurgic Council.

seed purposes but it cannot compete in strength or flavor with either the Indian or French seed. The price of domestic seed is about 50c. per pound. Celery is a very small seed and it takes many thousands of seeds to make a pound.

#### CORIANDER

Coriander is another seed which is supposed to have unusual possibilities. It is produced in many European countries and also in India. The ten year average import value was \$59,800 at a price of 3¼c. per pound at shipping point.

Cumin and fenugreek seeds are raised in several European countries and also in India. The average dockside price of cumin has been 8c., of fenugreek 2½c. The average import value of cumin was \$64,380, of fenugreek \$11,600.

#### MUSTARD

The best known seed grown here is mustard. This is really not a spice seed at all and mustard is classed as a condiment. It is being produced from seeds originally imported from Holland and Denmark and also from China. The Dutch and the Danish and also the English yellow mustard seeds are round and fat and have a mild and delicious flavor. The California yellow mustard approaches most closely the European seeds both in appearance and flavor. The Montana mustard is a smaller seed and not as round. The flavor of our American seeds is strong but not as fine as those imported. In California the brown Trieste mustard is grown. This is not as strong as that coming from Italy.

#### THE MUSTARD BUBBLE OF 1941

Our imports of mustard have averaged something over eleven million pounds, valued at \$561,000 at point of shipment or an average of 4.85c. per pound. Our domestic production in 1930 was 5½ million pounds. In 1940 it was 17½ million pounds. In 1941 our supplies from Europe were cut off and a shortage of mustard consequently developed here. As a result, the price of domestic yellow mustard went to 12c. per pound. You can imagine the result of this. Our American farmers throughout the west, who will try anything, immediately planted mustard. Everyone expected to make a fortune in it. As a result, the American crop in 1941 was 73 million pounds and the inevitable happened. The price is now 3½c. per pound. A good deal of this 73 million pound crop was not good mustard because the new growers didn't know mustard or their soil was not suitable and the net result has been disappointment and financial loss to many farmers. I might add that the 1941 crop year turned out to be a bumper crop year for mustard and the general experience is that two good crop years do not come in succession.

A very fine quality of poppy seed is being grown in this country at the present time and some was produced this year and sold at from 30 to 38c. per pound shipping point. The average price from Europe and India for the past ten years has been 6½c. per pound. Poppy is a seed which does not all ripen at once and, therefore, considerable care



Photo—New York Botanical Garden

Coriander, a source of many aromatic chemicals used in flavoring, has been cultivated for centuries in European states

must be used in harvesting, otherwise unripe seed will be harvested with ripe seed and the extra labor involved reflects directly upon the financial cost of the seed.

Rape seed is now being grown in the United States and during 1942 about four million pounds were produced and sold at from 4½ to 7c. shipping point. The average import price has been 2.93c. per pound at shipping point.

#### PRODUCTION FOR PROFIT QUESTIONED

All of these seeds can be grown in the United States and probably could be produced in very great volume but the point is that if they are put out to the American farmers as a tremendous opportunity and the farmers find that the market for them amounts to twenty, thirty, forty or sixty thousand dollars in total after they have produced bumper crops of several million pounds, there may be some questions as to the accuracy of the prediction of prospects.

There are several herbs such as marjoram and thyme leaves. These have been grown here for a long time. They are imported in a small way from abroad and they can be grown in practically anyone's garden.

The most interesting herb brought in is sage, a leaf which is used in turkey dressing and every one knows it quite well. It can be grown very easily in this country and is being grown here at the present time. However, so far as we know in the spice trade, the only sage sold commercially which has a true sage flavor and is entirely free from the turpentine flavor of most sages, is that which comes from Dalmatia in the mountains of western Yugoslavia. Considering what has been done in the way of plant improvement, it seems to me quite possible that sage can be grown here so that it is free from any objections as to flavor. In fact, I have been told that some sage was grown in California this year which had flavor as good as the Dalmatian sage but that labor could not be found to pick it. The Dalmatian sage grows in bushes in a bold,

rocky country. Each year the leaves are picked by hand, largely by women and children. All the leaves cannot be picked and it cannot be picked by machinery. If the leaves are not properly picked the plant will die and if the sage contains stems it is refused admission by the Department of Agriculture. The ten year average price for sage imports was 2.9c. a pound, dockside shipping point.

#### IS IT WISE TO BE WHOLLY INDEPENDENT?

We are not only doing business with these various producing countries, we are trying to get them to do business with us. We are trying to sell our goods to them. Since we have all of the gold and silver, they cannot buy from us if they do not sell something to us. We also have the good neighbor policy which our government is trying to promote and has broadcast far and wide, and the business of trying to sell countries with one hand and take nothing from them with the other is not a good neighbor policy. They cannot buy in any event unless they have balances to buy with. So if we stop taking their products they stop taking our manufactures.

However, let us leave out for a moment any consideration of our friends abroad and look at our prospects from an entirely selfish viewpoint. There is one feature which will control and that is cost. You doubtless know that labor in European countries is very cheap indeed. Much of the work in growing articles such as we have been talking about is done by women and children and there is no way to put a daily wage value upon it. In China labor costs only a few American cents a day. In the East Indies it does not cost much more. Farm wages in India run around ten to fifteen cents a day. Many farms in India and elsewhere are run by tenant farmers who get what they can. All of this reflects upon the very low prices which I have been quoting and which are taken from United States government reports. These prices include the growing, the harvesting, the cleaning, the storing, the bagging, marking the bags, and sending them to the shipping port where they will be put on board a vessel. This in almost all cases includes cartage and in some cases both cartage and railroad freight. Often it includes freight on coast-wise steamers.

Now, assume that an exporter overseas can sell something delivered here for 5c. per pound for which our farmers must get 20c. per pound and then assume that a duty of 15c. per pound is put on this article to protect the farmers. In that case, our American consumers must pay that extra 15c. per pound when they could get the same article from abroad at a total price of a quarter of what they would actually have to pay.

#### WHY WE CANNOT MEET FOREIGN COMPETITION

You must not be deceived by the prices which are current at the present time. We all know that we are in a period of inflation. Everything is high. It does not follow, however, that the same prices will hold when the war is over and the prospects are that they will decline. Even if they did decline in the United States and brought all costs of production down, you would find a further decline in countries of production. Those countries are going to hold on to their export business if they can and they will quote a price low enough to get the business somehow unless their goods are absolutely barred out. To give an example as to what can be done when it must be done, I quote the prices of rubber taken over a period of 22 years. In 1910 standard ribbed smoked sheets, that is to say crude rubber, sold as high as \$3.05 per pound. There were some reasons for this which I cannot give at present. In 1915 the average price was 58½c. per pound. In 1921 the price declined—you remember that we were in a sharp little depression—to 11¾c. per pound. In 1925 the price advanced to \$1.25 per pound and in 1932 in the depth of our depression, when no one wanted any rubber, the price declined to 2½c. per pound. There is a good deal of difference between \$3.05 and 2½c. per pound. It illustrates what those people in the East will do if they have to do it to keep farms going and to hold families together.

#### AMERICAN FARMERS IN WORSE POSITION

I do not agree that American farmers have a pre-conceived idea that certain crops can be grown successfully only in Europe, Asia or South America. I think that our American farmers will try anything where they think a dollar is to be made and the

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danger is that in introducing them to small and specialized crops such as we have here, they may find themselves in a worse position than if they had not touched them at all.

I am sorry that I cannot give farmers the encouragement they want. I would be less than frank, however, if I encouraged them to go in for crops for which the climate is unsuitable or for which labor cost is far too high.

### Labeling Imitation Extracts

**DURING** the past several years there has been a tendency, by certain extract and flavor manufacturers, to adopt fanciful trade names in the marketing of their imitation extracts and/or flavors. The label most commonly adopted gives great prominence to the fanciful or brand name and in as small a type as possible are set forth the ingredients comprising the imitation extract and/or flavor. Some manufacturers even fail to state that the imitation extract and/or flavor is an "imitation" vanilla extract (or flavor—as the case may be).

In April of 1942 the Federal Trade Commission proceeded against Arthur Ferber, trading as The Ferbo Co., Madison, N. J. President Lloyd E. Smith; past-president John H. Beach, Dr. Clarke E. Davis, and several other members of the F.E.M.A. as likewise home economists, domestic science teachers and housewives testified at the hearing regarding the cultivation of the vanilla plant, production and processing of the vanilla bean, flavor quality of pure vanilla extract and/or flavor, compounding and mixing of imitation vanilla extract and/or flavor and quality flavor of said imitations as compared with the natural vanilla extract or flavor. The cease and desist order of January 19 is the culmination of these activities.

John S. Hall, counsel for the association, points out that the Food and Drug Administration has continuously taken the position that the only proper designation for an imitation vanilla extract or flavor is to call it as such. Section 403 of the Federal Food, Drug and Cosmetic Act specifically provides that,

"A food shall be deemed to be misbranded. (a) If its labeling is false or misleading in any particular. (b) If it is offered for sale under the name of another food. (c) If it is an imitation of another food, unless its label bears, in type of uniform size and prominence, the word 'imitation' and, immediately thereafter, the name of the food imitated."

Section 201 (n) of the act provides as follows:

"(n) If an article is alleged to be misbranded because the labeling is misleading, then in determining whether the labeling is misleading there shall be taken into account (among other things) not only representations made or suggested by statement, word, design, device, or any combination thereof, but also the extent to which the labeling fails to reveal facts material in the light of such representations or material with respect to consequences which may result from the use of the article to which the labeling relates un-

der the conditions of use prescribed in the labeling thereof or under such conditions of use as are customary or usual."

It is therefore recommended that manufacturers review all labels for their imitation extracts and/or flavors, so that the word "imitation" appears in prominent type, followed by the name of the product and the ingredients contained therein; that the fanciful trade or brand name be less conspicuous as compared with other words, statements, designs or devices in the labeling, to conform to the intent and purposes of the following cease and desist order.

### Alcohol from Citrus Rinds

**RECENT** experiments at the U. S. Citrus Products Laboratory at Winter Haven, Florida, have made it possible for chemists to produce 190 proof alcohol from the sugary water that it pressed out of the white part of an orange peel. It works the same for grapefruit.

The cost of making one gallon of alcohol from citrus rinds is only about two-thirds as much as making it from blackstrap molasses. In some places citrus juice processing plants have been paying from \$25 to \$50 a day to have waste rinds hauled away.

When alcohol is made, either from molasses or from the sugary liquid pressed out of the citrus rinds, yeast must be added to ferment the syrup.

If a certain type of yeast is used, says Dr. Robert F. James, director of a Defense Plant Facility Laboratory of the Department of Agriculture, the whole vitamin B Complex can be produced at the same time the alcohol is being made.—*Food Materials & Equipment.*

### Ration Order 13 Exemptions

**THE** OPA has ruled that crushed fruits for soda fountain use and ice cream fruits, the consistency of which is similar to preserves, are exempt from Ration Order 13 governing the processing and sale of processed foods. Therefore it is not necessary that a flavor manufacturer producing such fruits register as a processor or industrial user.

Under amendment 1 to Ration Order 13, OPA has likewise exempted the following: candied fruits, brandied fruits, fruit cakes, fruit puddings, maraschino cherries, frozen fruits and vegetables in containers over 10 pounds, fruit and vegetable juices in containers over one gallon, jams, jellies, marmalades, fruit butters and similar preserves, fruit drinks containing 50 per cent or less by weight of natural fruit juices, pickled watermelon, cocktail onions, cocktail mushrooms, cocktail oranges and other similar pickled specialties.

The only clarification remaining is as to whether or not a manufacturer using dried or dehydrated fruits in the production of extracts or flavors need register as industrial users. John S. Hall, counsel and secretary of the F. E. M. A., is discussing this matter with officials of OPA for an official ruling.



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In times like these, it's a wonderful help for you to be able to draw upon Swindell's great assortment of smartly designed stock bottles. The five illustrated are "headliners"--but there are many more to choose from. Write for our catalogue.

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*When you think of bottles think of*

*Swindell*



# New Products, Ideas and Processes

## Substitute for castor oil for lipsticks

Attention is called by Givaudan-Delawanna, Inc., 330 West 42nd St., New York, N. Y., to its Bromosolv as an aid to lipstick manufacturers in solving manufacturing problems. Bromosolv, it is pointed out, replaces castor oil as a solvent for bromo acid, has little odor, blends easily with most lipstick perfumes, enhances the indelibility of the lipstick and has the effect of dyeing the lips, causing the application to last longer than usual. In addition, it is said to have the advantage of being a dye assistant in transferring the red dye from its solution in the lipstick to the lips. Samples and further information about it will be sent on request, to anyone interested.

## New absorption bases

Absorption bases said to possess unusual water-carrying and emulsifying powers, which have been found to form pure white, odorless, stable water in oil emulsions in ointments, creams, lotions and other pharmaceutical and cosmetic products, have been developed by American Cholesterol Products.

The new bases are declared to be exceptionally surface-active and emollient, due to their high content of free cholesterol and other sterols. This surface activity, it is stated, manifests itself in the unusual absorption and penetration effects obtained.

Since there are no fatty acids or fatty acid esters in the new absorption bases, but only inert sterol in a neutral hydrocarbon vehicle, the bases, it is pointed out, are unaffected by incorporated materials, and do not develop rancidity, color or odor. Agar plate tests, it is claimed, have shown the new bases to produce a most effective liberation and transfer of incorporated drugs, through the skin. Further details about these absorption bases may be had on request.

## Service for tools, molds and fixtures

Immediate, expert and efficient service on processing, designing and building special tools, molds and fixtures is afforded by the new plan of the Designers for Industry, Inc. The service includes planning and process engineering, plant layout and manufacturing engineering. Further details about this service may be had on application.

## Zinc plated steel sheets

A new metal electro zinc plated steel sheet has been added to the line of plated metals offered by the American Nickeloid Co. It is said to be a satis-

factory substitute for pure nickel, tin, chromium, aluminum, or stainless steel and provides an important economy of critical metals. In addition, it is said to be unusually economical in price. Zinc plated steel is steel which is electroplated with a coating of zinc. It is supplied in sheets only in size up to 36 x 96 in. in a full range of gauges, polished, unpolished and satin finishes. Like all metals it is subject to priority. Further details including permissible uses in wartime are available.

## Directory of consulting chemists

The classified directory of the Assn. of Consulting Chemists and Chemical Engineers, Inc., is offered without cost to anyone interested.

## Guide to use of perfume specialties

Perfume compounds and specialties for the cosmetic and allied industries are listed in a carefully compiled booklet of 20 pages which is being distributed by Schimmel & Co., 601 E. 26 St., New York, N. Y. It is available to all who inquire for it. Detailed instructions and suggestions are given for practically every product listed, and a manufacturer's guide on the inside back cover is a new and useful innovation. By simply looking for the product to be manufactured, one finds the material best suited for that product. In case perfume compounds are required for a product not listed, the facilities of the company's laboratories are offered to work out perfume combinations for any particular purpose. For products of interest to manufacturers in the cosmetic and allied trades attention is called to price list C; and for essential oils and aromatic chemicals attention is called to price list X also issued by the company. Under perfume compounds and bases many products are listed in alphabetical order. With each listing data are given as to their suitability in various preparations. In each instance prices are also given. Other products including sun screens for sun tan cosmetics, water soluble perfumes for sprays and similar products and perfume compounds for various technical and other uses are listed.

## Solvent recovery

Although commercial cleaners are available in many localities to reclaim the chlorinated hydrocarbon solvents used to rid metal parts of oil and grease in various production plants, the Circo Dec-Solvent Still, offered by the Circo Products Co., enables a manufacturer

to save time by doing his own solvent recovery. The still is self contained, 47 in. high with the diameter of 24 in. It is said to clean five gallons of oil laden solvent in about two hours automatically after the electric switch is turned on.

## Measuring refractive index

For the identification of organic compounds and control of sugar solutions wherever the simple reading of a refractive index is significant the Fisher refractometer will be found useful according to the Wilkens-Anderson Co. Priority requirements must be met.

## Micro-porous porcelain frits

Asbestos shortages have posed a problem to many chemists employing Gooch crucible asbestos mat filtrations. A solution lies in the use of certain filter crucible types in which the base is a permanent porous porcelain element requiring no preliminary preparations for filtration, according to E. Machlett & Son. Such filter crucibles made in America are now available. Full details about them will be sent on request.

## New lift with built-in brakes

A new 14-inch lift with built-in brakes is announced by the Ernst Carrier Sales Co. It is made for placing and removing 55 gallon drums on and off skids, scales and platforms. The capacity of the carrier is 700 pounds. Further details about it may be had upon request to the company.

## Barometer ink for advertising

Barometer ink is offered by Sleight Metallic Ink Co. It is made for weather indicating blotters, calendars and other novelties regardless of the kind of paper stock that is used. The color of the matter printed with it changes from blue to pink and back again in accordance with the rise or fall of the humidity in the air. The secret of the change is in the dye. The ink offers possibilities for novelty advertising for numerous products. Further details may be had upon request to the company.

# Announcements

## Daily food ration for workers

A daily food ration for industrial workers consisting of a new brand of vitamins and mineral is offered by Nutritional Research Products, Inc.

## Sources of all essential oils

Reprints of the listing of all important essential oils according to botany, origin and application which appeared

LAUTIER FILS

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*Perfumery • Cosmetics • Soap*

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*Manufacturers of Quality Raw Materials For Perfumery For Over 100 Years*

in the January issue of *THE AMERICAN PERFUMER* may be had by writing to Fritzsche Brothers, Inc., 76 Ninth Ave., New York, N. Y.

### **Simplified color matching**

A new standard to simplify ordering and matching colors is described adequately in a four-page leaflet which has been prepared for general distribution by the American Standards Assn. Copies may be had upon request.

### **Girton keeps its flag up**

In order to keep its name fresh in the minds of its consumers whom it expects to serve as soon as the war is over, the Girton Manufacturing Co. has issued a booklet "Producing for Victory." A copy of this may be had upon request to the company.

### **How to stay in chemical business**

How to stay in business is explained in an interesting booklet which contains 32 pages in vest pocket size, issued by Fuld Bros. The booklet is called "Selling Sanitary Chemicals in Wartime." It was originally published for the salesmen of the company, but it proved to be so successful that it was revised in question and answer form for distributors who sell chemicals generally.

### **D & O wholesale price list**

In most cases prices are given in the latest issue of the Dodge & Olcott Co. wholesaler price list. The prices printed of course are subject to change without notice. The numerous products ranging from essential oils to other basic materials are listed. A copy will be sent to anyone interested on request to the company at 180 Varick St., New York, N. Y.

### **War damage insurance**

War damage insurance for protection against financial ruin in event of enemy attack is made available by the War Damage Corp., an agency of the U. S. Government. The War Damage Corp. was created by act of Congress with a capital of one billion dollars. The purchase of war damage insurance may be made from established fire insurance companies. It is stated that there is no profit to anyone writing this form of insurance.

### **Good shipper defined by experts**

To prevent loss or damage to goods in transit the National Assn. of Shippers' Advisory Boards has announced a nationwide essay contest in connection with its coming perfect shipping month campaign in April. War bonds will be

awarded for the best compositions of fifty words or less on materials and methods that contribute most to the reduction of loss or delay in transportation. The good shipper is described as one who believes in adequate packing, correct and clear marking, proper stowing, prompt loading, unloading and complete cleaning of cars, legible bills of lading, accurate records and all other things that help to get the goods to the customer in perfect condition.

### **Training course in federal taxation**

A ready reference and training course in federal taxation, covering every angle, is offered by Commerce Clearing House, Inc. It includes the official texts of all tax provisions, specimen filled-in tax returns and a step by step explanation keyed to the items in each tax form. Further details about it may be had for the asking.

### **Finish coat for masonry**

A new product that is a finish coat in color for masonry and that is said to need no priming or undercoat is offered by Colorthru. One coat, it is stated, brushed or sprayed on floors and walls penetrates, waterproofs, preserves and beautifies concrete, brick, stucco, cement, etc., whether inside or outside, painted or unpainted. It may be applied to old or new masonry even when wet. It is offered in seven colors.

### **Over 50,000 foreign patents released**

The Alien Property Custodian, Washington, D. C., offers about 50,000 patents formerly owned by residents of enemy owned countries. The patents represent research achievements of great potential value. The patents are offered for use by American industry. An index of the patents vested in the Alien Property Custodian, full information as to how to secure information and licenses and a statement of policy of the government may be had by writing to the Custodian for a booklet "Patents at Work."

### **Merck industrial chemicals**

Prices, effective January, 1943, of Merck industrial chemicals are given in the price list just issued by Merck & Co., Inc., Rahway, N. J.

### **Government bulletin on plastics**

A bulletin called "Plastics—Basic Information Sources," has been issued by the Inquiry Reference Service, Bureau of Foreign and Domestic Commerce, Dept. of Commerce, Washington, D. C. In its 20 pages it contains useful source material and literature references on

alkyd resins, phenolic resins, acrylic resins, vinyl resins, cellulose nitrate, cellulose acetate, casein, soybean and bitumen plastics. Copies are available for the asking.

## **Books to Aid You**

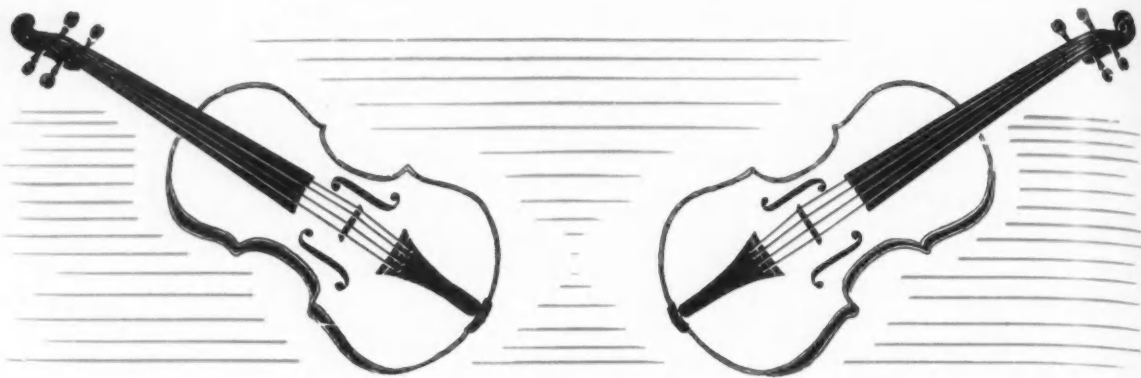
**PLASTICS FOR INDUSTRIAL USE.** John Sasso. 6 x 9 in., 229 pages, profusely illustrated with drawings and photographs, 44 tables, cloth covers. McGraw-Hill Book Co. 1942. Price \$2.50.

This useful work should serve the design engineer as a comparative guide and idea source for new applications. The data has been carefully compiled both as to material properties and methods of fabrication and the information is brought up to date in as accurate a form as possible.

An idea of the contents may be had from the following chapter headings: Types Available, Basic Compounding Materials, Comparative Properties of Plastic Materials, Basic Principles of Molding and Mold Design, Principles of Design, Common Faults, Causes and Remedies in Molded Parts, Machining and Finishing Plastic Parts, Phenolic Plastics, Cast Plastics, Urea Plastics, Acrylic Plastics, Polystyrene Materials, Vinyl Plastics, Vinylidene Chloride, Cellulose Acetate Plastic, Ethyl Cellulose, Laminating Plastics, and Plywood and Adhesives. A directory of trade names, supplies and molders is given in the appendix.

**WAGE AND SALARY STABILIZATION.** Arthur W. Nevins. 5 x 8 in., 40 pages, heavy paper covers. National Foremen's Institute, Inc., 1943. Price 50 cents. (Discounts for quantity.)

The wage stabilization law and regulations place severe restrictions on wage rates, overtime pay and contractual obligations between employee and employer with the result that serious confusion and misunderstanding may prevail among workers. This manual of questions and answers for employers, executives and employees prepared by an attorney and specialist on labor law, should be of great help in explaining the meaning and application of the new payroll laws to workers. It clarifies and illustrates the many wage circumstances permitting wage increases, what they must do to qualify for these increases and shows how the law affects overtime pay, bonuses, war bond purchases, insurance and pension benefits. In simple form it covers the payroll field and demonstrates item by item the correct procedure to adjust wages, salaries, hours of work, etc., from the new hand to the seasoned executive.



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*For 85 years*

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Specialties

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*Established 1852*

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# A. C. DRURY & CO., INC.

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60 March, 1943

*The American Perfumer*



## Among Our Friends

► L. Tracy Sheffield, president of The Sheffield Co. and the New England Col-lapsible Tube Co., New London, Conn. will leave shortly for Miami, Fla. to visit his son, Lieut. T. C. Sheffield, aide-de-camp to Brig. Gen. Arnold Krogstad, commanding general, Fifth District, U.S.A. Air Force Technical Command.

► Herman L. Brooks, chairman of the Cosmetic Section of the Industrial Salvage Committee for the Cosmetic Industry, reports that the industry to date has recovered the following products: Iron & Steel 334,430 pounds, Non-Ferrous Copper, Brass, etc., 38,571 pounds, Rubber 1,725 pounds, Paper, rags, etc., 576,153 pounds, total 950,879 pounds.

► Eric Vles, treasurer and sales manager of Polak's Frutal Works, Inc., celebrated twenty-five years of continuous service with the company January 30. He joined the parent company in Amersfoort, Holland, as a salesman during the first world war. In the following decade he traveled extensively in Europe, covering fifteen countries. In 1928 he came to the New York branch of the company where he has been engaged primarily in developing sales in North America. In recognition of this quarter century of service, a luncheon was given him by his associates and he was presented with a substantial war bond, together with a scroll of honor and gifts from many friends.

► Kenneth W. Merkel has joined the research and development department of Colgate-Palmolive-Peet Co., Jersey City, N. J., as a perfumer. He is working with John Kiehl, head perfumer of this department. For the past four years Mr. Merkel has been director of the perfume laboratory of George Lueders & Co., New York, N. Y. Before that he had been associated for five years with the essential oil business as perfumer and sales manager.

► Joseph Fields, son of Lew Fields of Weber & Fields, the famous comedians for half a century, was in the perfume manufacturing business before 1929. Like his father he has many interests and in addition to being a playwright is an artist. His canvases have distinct originality, just as do his plays. One of the current war time comedy hits, the "Doughgirls," came from his pen. His father, the famous Lew Fields, didn't want his children to have theatrical careers. They complied with his

request by staying away from grease-paint and casting offices. Instead they all have become Broadway's top-flight comedy writers.

► Joseph Byrne, secretary of the Beauty and Barber Supply Institute, recently called and conducted a number of meetings of dealers which were held in various cities throughout the United States. In the course of these meetings the Institute recommended to dealers that they urge their shop customers to co-operate with the government, and with the dealer by ordering a full month's supply of all materials at one time.

► William R. Mackenzie, for the past decade with the Brunswick Drug Co. in Los Angeles and the latter part of that time assistant to Harold E. Moore, vice president and general manager, has been appointed assistant manager of the company's large laboratory. J. C. Fitzhugh of the laboratory organization has become its office manager.

► Harold Hutchins, editor of *American Druggist*, is recuperating at home after a stay in the Mt. Vernon, N. Y. hospital.

► Tom Davis, chemist in Los Angeles for Fritzsche Brothers, Inc., entered the army in February.

► I. H. Bander, vice-president of McKesson & Robbins Inc., Bridgeport, Conn., in a recent address to the sales staff of the Kolynos Co., emphasized the importance of close cooperation between manufacturer and wholesaler in supplying druggists during the war.

► Harold Forsnas, assistant secretary-treasurer of Glass Containers, Inc., Los Angeles, Calif., has become a lieutenant in the U. S. Navy. Larry Baker, his assistant, succeeds him.

► Dr. Everett S. McDonough, Evans Chemetics, New York, N. Y., is receiving the congratulations of friends on the arrival of a baby daughter at St. John's Hospital, Yonkers, February 20. Both mother and daughter are reported to be doing very well.

► Paul R. Beck has been elected president of Pennsylvania Refining Co., Butler, Pa. Also newly elected is John Beck, Jr., as secretary and treasurer. Walter W. Beck, M. H. Hindman and Dale T. Glenn continue as vice presidents. Mr. Glenn being in charge of the Ohio Division. Pennsylvania Re-

fining Co., with refineries at Karns City, Pa., and Titusville, Pa., makes white oils, petrolatums, insecticide bases, naphthas, petroleum sulphonates, waxes, industrial and motor lubricants and greases and other petroleum products.

► David Morgan, advertising manager of the Western Wholesale division, Los Angeles, of McKesson & Robbins, Inc., has now completed forty years with that organization. He began as a delivery boy. Dave is one of the most popular men in the division.

► F. Howard Braithwaite has been elected vice president in charge of sales of the Crown Can Co.

► Colby M. Chester, chairman of the board of General Foods Corp., New York, N. Y., in a broadcast to soldiers overseas stated that military needs will take one quarter of the entire U. S. food production in 1943. To satisfy the demands of our troops and allies, crops new to the farm have been necessitated, causing a shortage of various food items at home, he stated.

► Allen Hansen, owner and manager of Pixie Flavor Base Company, Los Angeles, and active in the affairs of the Flavoring Extract Manufacturers' Association of California, is the father of a girl born in February. She is the first child to appear in the home of Mr. and Mrs. Hansen.

► Dr. Ralph Bienfang has been elected big boss of the Drug Store Cowboys, an action organization in the School of Pharmacy of the University of Oklahoma, Norman, Okla. In the University of Oklahoma committees for 1942-1943, Dr. Bienfang, professor of Pharmacy, is listed as being a member of the following: Admissions and Matriculation, Military and Naval Training, Religious Life and Research.

► John J. Toohy, former chairman of the Drug, Cosmetic and Allied Trades Section of the New York Board of Trades and distribution manager for E. R. Squibb & Sons, New York, N. Y., has been appointed assistant to P. W. Malin, head of the Chemical Branch of the OPA. Mr. Toohy will serve in Washington and will have under his jurisdiction drugs, cosmetics, fine chemicals, soaps, waxes and glycerine. Mr. Toohy is the second member of the executive committee of the Section serving in Washington. Turner F. Currens of the Norwich Pharmacal Co., who is chief of the Proprietary & Botanical Section of the Health Supplies Branch of the Division of Industry Operations, is the other member.

# How ? change the formula but not the product

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# NEWS FROM WASHINGTON

by ARNOLD KRUCKMAN, *Washington Correspondent*

## Prohibit use of glycerine in cosmetics and allied products

By the time you read this, the Food Administration will have promulgated an order prohibiting the use of glycerine in all cosmetics and in other products allied to the industry. The order is to go into effect April 1, and the preliminary announcement was allowed to come out early in March in order that the industry might prepare itself for the situation. Lotions, shampoos, creams, certain beverages, and many other products which will occur to you, are affected. The order denies the industry all further allocations beginning with April. Apparently those who have glycerine on hand may use leftovers of past allocations. The order is naturally a shock, but it is scarcely unanticipated. WPB Salvage Division strongly intimated, early in February, that the greatly increased use of glycerine by the United States and its allies forecast restrictions. Donald Nelson issued a statement urging housewives to intensify preservation of kitchen fats to increase the glycerine supply. The Soap and Glycerine Industries Advisory Committee issued a statement that 85 per cent of all glycerine was going to the armed services and 15 per cent was available for essential civilian uses, and further cuts were imminent. At the same time it was suggested that cross-hauling of soap materials and glycerine would be eliminated and zoned to cut down the use of tank cars and locomotives.

Official Washington is inclined to think the industry may find some substitutes that will ease the dislocation. Some persons mention isopropyl glycol; but others anticipate isopropyl glycol itself may soon be denied for further allocation. Complete prohibition of castor oil for all cosmetic uses also is regarded as imminent.

## Supply of industrial alcohol may be increased

There is no official word, but reliable sources feel the supply of industrial alcohol may be increased. The

production has so increased that the difficulties of storage have grown to very troublesome dimensions. Apparently the government has not been able to supply more storage tanks, and has not been able to find the tanks which the Industrial Alcohol Advisory Committee was confident could be found. It is the general impression here that the distillers will be given an undetermined vacation from industrial alcohol production, and will temporarily go back to making beverage liquors. The extraordinary increase in industrial alcohol reserves generally is assumed to stem from various new sources of conversion.

## Weiner would restrict production of beverage liquor to one per cent

The recommendations of Joseph L. Weiner, Russian immigrant head of the Office of Civilian Supply, to restrict production of beverage liquors to 1 per cent of the production in 1941, has not found much favor in any quarter. Mr. Weiner, one of the new thought products of Columbia University, has perseveringly striven to induce the war administration to adopt a plan for living during the war period comparable to the living standards of some European countries. Late in February the \$250,000,000 alcohol industry was brought under the control of a specific price regulation. The existing price schedule was expanded to cover producers' sales of all formulae, heavy-tonnage or high numbered, and all pure and undenatured alcohol sold in quantities of 50 gallons or more. You may find the complete order in MPR-28.

## Package restricting order due in April

The package restriction order, long on the stocks, is expected by April. It will cut sizes and types, but is not expected to create any new hardships for the industry.

Beeswax again is in discussion as a probable object of control. There is constant increase in demand for industrial waxes for war purposes in water-

proofing tarpaulins, tenting materials, gas masks, airplane fabrics, and coating artillery shells. All imports of beeswax as well as domestic beeswax were brought under complete price control by MPR 264, including imports from Haiti, Iran and Portugal.

## To encourage production of peppermint oil

Essential oils of peppermint and spearmint are the object of price regulations in Amendment No. 120 to Supplementary Regulation No. 14. The regulation affects those who have been selling on the basis of purchases contracted before GMPR froze their March 1942 prices. Most of these purchasers were squeezed by replacement costs. The optional prices established by the order are \$5.50 per pound for natural peppermint oil, \$5.75 for U. S. P. redistilled oil of peppermint, and \$3.50 for natural oil of spearmint. The Food Administration has formally classified peppermint as an essential crop which will enable farmers who raise it to secure preferred consideration in obtaining workers. The domestic importance of peppermint is reflected in the action of the government in declining to permit further shipments of peppermint oil to England until after June 30, when fresh negotiations must be initiated if the British desire more peppermint oil. They have obtained 183,000 pounds and they sought approximately another 100,000 pounds. It was estimated the subtraction of this volume would seriously endanger our own pharmaceutical and war needs.

Early in March, cocoa beans and the product of cocoa beans, were brought under tight allocation control by the Food Distribution Order 25 and 25-1. Cocoa is prohibited for use with almost every variety of candy.

## Automatic price order for packaged cosmetics coming soon

The long-processed automatic price-ceiling order for packaged cosmetics is promised by April 1. After the conference with the industry in New York

on February 25, the proposed order, which covered fine chemicals and cosmetics, was split in two parts. The part covering fine chemicals included vanillin and similar chemicals necessary to the cosmetic industry, while all cosmetic end-use products were included in the proposed Cosmetic Maximum Price Order. The various differences and headaches raised in the several conferences apparently were ironed out. At this writing the order is going the rounds for the necessary validating signatures. The OPA section which has control of price regulations for drugs, cosmetics, soaps, glycerine, and polishes, has been combined by the new administrator, Prentiss Brown, under John J. Toohey, as chief. Toohey joined OPA on March 1, coming from New York, where he is widely known by reason of his association with E. R. Squibb & Sons. The drug unit of the section continues under Frank Delgado. The cosmetic unit is under Ed B. Morrish, and the soap, glycerine, and polishes unit, is still under Ed W. Randa. Further section changes are expected.

#### **Exports of oils and vanilla beans from Madagascar expedited**

Advices received from Madagascar by the federal government reveal that a *modus operandi* has been set up for the distribution of essential oils, vanilla beans, and other products, which are exported to America from that island in the Indian ocean lately taken over by the British from the French. The control of the merchandise has been vested in a British consul-general who arrived there in February. He has the power to allocate the materials to various claimant countries. This means of course that American houses that wish to purchase Madagascar products must deal with the exporters through the British consul-general. Three general categories of trade are defined. Class A fills British and Allied military needs; class B is apparently for general commercial interests, particularly British; class C covers essential oils, cloves, coffee, vanilla beans, similar products.

#### **All trade with Madagascar under British consul-general**

Exports to Madagascar also come under control of the British consul-general. He determines from whom the importers of Madagascar may buy, and what quantities they may buy from the exporting houses of the various countries. He apparently also has some power in indicating ship bottoms that may bring and carry away the trade between Madagascar and other parts of the world.

The announcement seems to indicate

that barter between the merchants of the various countries with the exporters of Madagascar will be encouraged. Apparently food and other supplies of certain kinds are much more necessary than funds. There are provisions for licenses and for certificates to authenticate the government validation of the trade.

#### **Chemical producers given higher rating for purchase of supplies**

Producers of chemicals have been given a higher and preferential rating for the purchase of supplies needed to maintain, repair and operate their plants and their equipment. The higher ratings may be negotiated by writing to War Production Board, Chemicals Division, P-89, Washington, D. C.

#### **Maintenance of cosmetics and beverage plants restricted**

Under another order the maintenance and repair of buildings used by those who manufacture, process or assemble beverages, toiletries and cosmetics, must be kept within \$200 without application for specific authority to spend more. Another order which this time is called a directive requires that consumers of chemicals furnish their suppliers with detailed information about the purposes for which they will use the chemicals. This is expected to reach each layer of suppliers, and is assumed to be preliminary to further control of chemicals by allocation. The assumption is that allocations will definitely hit the cosmetic and flavors industries. All those who use chemicals of any kind also were urged to apply to the nearest WPB field office for revised form PD-600 and revised form PD-601. The first is used by customers who apply for delivery of chemicals, the second by the supplier as a schedule for delivery. It is mandatory to use the forms during and after March. The Petroleum Administration issued a special schedule under PAW No. 3 which exempts producers of chemicals from the 40 per cent cut in supply of fuel oil which applies to factories; 35 chemicals are listed as qualifying their producers for the exemption.

#### **Write to War Dept. for Army Purchase Information bulletin**

The War Department has issued a new pamphlet, Army Purchase Information Bulletin, which is of vital interest to your industry. To secure a copy write the War Department, Washington, D. C. The pamphlet outlines basic principles of army procurement; who does the buying; where he is located; what he purchases. It analyzes local purchases,

purchases for army exchanges, for army posts and stations, and purchases of perishable and non-perishable merchandise. It gives a list of field purchasing offices of the navy department, and lists all army posts, cantonments, ordnance depots, plants, airfields, army exchanges, and other army centers as well as field offices where you may do business. The book contains a highly detailed list of the items purchased. There appears to be some opportunity for manufacturers and suppliers to secure contracts from the army if the negotiating person has the patience to follow through in the tedious work of locating the section or branch that wants what he has to sell.

#### **Army wants to spend 25 billions with small business units**

The Small War Plants Branch of the army has the reputation of sincerely striving to find smaller business units with which it may collectively spend from \$25,000,000,000 to \$30,000,000,000 of the \$50,000,000,000 it is now distributing in contracts. The army group is the only segment here in whom the small business committees of Congress have any confidence.

There is still much doubt about the eventual purpose of the Smaller War Plants Division of WPB which is now headed by Col. Robert Johnson. This unit, in common with other WPB units, recently has been undergoing the upheaval which has not yet ceased. There is much turmoil and disunity here. The Smaller War Plants Division of WPB acts solely as broker to make the access to war contracts easier for the smaller business man. It gives him legal, engineering, chemical, and general "know-how" counsel, and helps to smooth the various steps he must take to close a contract. There are 131 local offices throughout the country.

#### **Small business men urged to go to local offices for contract aid**

The smaller business man is urged to seek them before coming to Washington. Incidentally, before the Murray Small Business Committee, Joseph Byrne of New York, representing the national beauty shop industry, told the senators there were 174,540 persons employed in the nation's beauty parlors, and that the distributors and manufacturers employed 10,000. He pointed out "the British government banned cosmetics and toiletries at the outbreak of the war, but when the armed forces returned from the front and rejoined their wives and sweethearts the protests were so general and impressive that the British government soon changed its policy and accorded due consideration



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# U.S.I. CHEMICAL NEWS

March ★ A Monthly Series for Chemists and Executives of the Solvents and Chemical Consuming Industries ★ 1943

## U.S.I. Establishes New Department for Technical Problems

Will Aid Customers, Explore  
Potentialities of Products

A Technical Sales Development Department has been established by U.S.I. for the joint purpose of furnishing customers with a technical field service that can aid them in the solution of their problems and of providing the means for a more intensive exploration of both new and old products. The headquarters of the department have been located in a newly constructed laboratory building.

Dr. D. G. Zink will act as director of the new department, A. J. Fisher, Jr., as assistant director, and Norman C. Schultze as chief chemist.

Specifically, the proposed work of the department has been outlined as follows:

1. Investigation of suggestions for new products and their application.
2. Development of new uses of existing products.
3. Furnishing technical field service, including the handling of customers' problems.
4. Study of industrial trends.

The activities of this department will be controlled by a committee comprising Dr. F. J. Metzger, Director of Research; W. O. Griffen, General Production Manager; L. A. Keane, General Sales Manager; Dr. Zink and Glenn Haskell, president of U.S.I., who will act as chairman.

## Agar Easily Recovered From Culture Media

A simple procedure for recovering agar from culture media was described recently which was said to provide as satisfactory an agar as the fresh commercial product.

The used media is autoclaved for sterilization purposes and filtered through cheese-cloth to remove coagulated proteins. It is then poured into trays from the freezing compartment of a refrigerator and allowed to cool. The trays are returned to the freezing compartment and left overnight. The following morning, the frozen material is rapidly melted in warm alcohol. The aqueous alcohol, containing the particles of agar, is filtered with cheese-cloth and the agar thus collected washed repeatedly with distilled water. Dehydration of the agar is produced by washing with alcohol.

## Acetoacetanilide Used in Making Synthetic Resins

PITTSFIELD, Mass. — Acetoacetanilide, widely used as an intermediate in the production of yellow pigment dyestuffs, has potential utility also in the manufacture of synthetic resins for plastics and coatings.

This fact is revealed in a recent patent granted to an inventor here. In general, the new resins are prepared as condensation products of acetoacetanilide and an aldehyde. Modifying reactants may be included, such as urea, acetamide, or melamine, it is claimed.

Acetoacetanilide is produced by U.S.I.

## Glycerol by Fermentation Made Practicable by U.S.I. Research

Commercial Exploitation of New Procedure Will Provide  
Additional Supply Sources for This Vitally Needed Material

The wide industrial utility of glycerol, as outlined in the first article on this series in the February issue of U.S.I. CHEMICAL NEWS, coupled with the heavy demand for this material in the manufacture of explosives, serves to indicate the urgent need for a source supplementary to the principal one, which is the saponification of natural oils and fats. Other than the production of glycerol by saponification of fats or by chemical synthesis, the most promising source is fermentation.

## G. L. Haskell Is Elected To Presidency of U.S.I.

NEW YORK, N. Y. — Glenn L. Haskell, first vice-president and director of the company for many years, was named president of U.S. Industrial Alcohol Co. at a recent meeting of the board of directors to succeed Charles S. Munson who was appointed chairman of the executive committee.

Vice-president in charge of sales since 1927, Mr. Haskell joined U.S.I. in 1921, holding successively the posts of Western sales manager at Chicago and general sales manager at New York. He was born in Chicago in 1883 and began his business career in 1900 with the American Distilling Co.



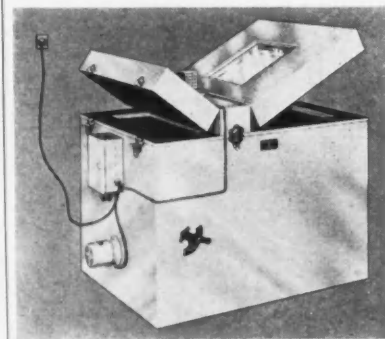
Glenn L. Haskell

## Portable "DRY-ICE" Cabinet Developed for Refrigeration

SILVER SPRINGS, Md. — A constant temperature "DRY-ICE" cabinet has been developed for use where expensive mechanical refrigeration would not be justified, which is said to provide temperatures from minus 90° F. to 220° F. with a constancy of plus or minus 1/2° F.

The cabinet is described as portable and ready for operation after packing with "DRY-ICE" and plugging the cord into the current supply. In addition to the type described, a low-temperature model is available with a range from zero to minus 90° F.

\* Pure Carbonic, Incorporated, sells "DRY-ICE" manufactured by U.S.I.



## Use of "Steering Agents"

With respect to this, it has been known for many years that the normal fermentation of sugar by yeast results in the formation of glycerol to the extent of about 3% of the sugar along with the ethanol which is the main product of the fermentative activity. In recent years it has been found possible to modify the fermentation in various ways so as to increase the relative amount of glycerol. The modifying substances added have been appropriately called "steering agents," and it is a comparatively simple matter to increase the glycerol some five or six fold by adding suitable chemicals to the fermentation. The activities of the yeast may also be steered in the direction of glycerol formation by certain purely physical modifications in the fermentation solution. This knowledge was utilized by the Germans during World War I to manufacture considerable amounts of glycerol by fermentation for use in explosives.

## Practical Difficulties

The problem of producing fermentation glycerol has been studied for some years by the Research Staff of U.S. Industrial Chemicals, Inc. This study has been designed to find means of obtaining glycerol from molasses fermentation, since molasses is the principal commercially practical source of the sugar necessary for the process. However, when molasses is used with appropriate steering agents, the recovery of the glycerol produced becomes difficult, because of the fact that after

(Continued on next page)

## Greater Power, No Corrosion Claimed for New Antiseptic

DANBURY, Conn. — A patent for an antiseptic for the sterilization of surgical instruments at room temperature, which is claimed to be non-corrosive in action and several times stronger in germicidal value than formaldehyde compositions previously utilized, has been assigned to a company here. It can be used either as a liquid or as a vapor.

The composition is a strong solution of formaldehyde in combination with a relatively large amount of ethyl alcohol, a small quantity of methyl alcohol and a very small quantity of a compound containing a reducing anion. A small quantity of an alkalinizing agent may also be included.

A typical formula for this antiseptic follows:

U.S.P. formaldehyde (40%)	20%
Ethyl alcohol (96%)	69.5%
Sodium nitrite	0.1%
Sodium hydroxide	0.025%
Ethyl alcohol, specially denatured, (formula No. 30—100 parts ethyl alcohol, 10 parts methyl alcohol)	10%



## New Glycerol Process

(Continued from preceding page)

removal of alcohol by standard distillation procedures, the glycerol has to be separated from stillage containing a relatively large amount of solids other than glycerol. These solids are made up of an assortment of chemical entities of widely differing nature derived from the cane juices and are not easily separated from the glycerol.

### U.S.I. Procedure

U.S. Industrial Chemicals, Inc., has developed through the pilot plant stage a process for the manufacture of glycerol from molasses. A modification of the fermentation procedure has been worked out that considerably increases the amount of glycerol formed.

In addition, U.S.I. has a proven process for the recovery of the glycerol from the other sugar solids—and for the final purification to produce dynamite or C.P. glycerol. At the present time, however, the critical materials required for such a project are needed more urgently for other purposes. It is obvious that when they are available, the commercial operation of a process for turning out glycerol from a source other than fats would remove the danger of a shortage by making possible rapid expansion of production of the fermentation glycerol to meet necessary war and civilian demands. Fermentation glycerol is our insurance against shortage of nitroglycerine for explosives.

## Describes Preparation Of Multitone Coatings

BROOKLYN, N. Y. — The phenomenon of "blushing" in lacquers—usually a condition to be avoided—can be turned to advantage in the production of multitone coatings, it is claimed by an inventor here.

According to the patent issued on the process, a coating composition that will produce a blushed film is prepared and applied to a surface. If the film is treated with an embossing roller, a partially clear film is produced at some points, while the original blush remains elsewhere, thus resulting in the multitone effect.

The coating may consist of:

	Parts by weight
Nitrocellulose	13.8
Acetone	5.0
Methanol (C.P.)	74.4
Water	4.2
Glycerol	2.6

## New Federal Specification Issued for Lacquer Thinner

WASHINGTON, D. C. — A new federal specification on lacquer thinner (E-TT-T-266) has been issued to allow the use of aliphatic hydrocarbons instead of coal tar and aromatic petroleum hydrocarbons. In order to make this possible, the ester content has been changed from 25-35% to 30-10%, the coal tar and petroleum hydrocarbons, 40-50% to petroleum hydrocarbons 30-10%.

A suggested formulation is butyl acetate 26, ethyl acetate 8, methyl ethyl ketone 15, butanol 12.5, petroleum naphtha 34.5.

## Ethanol Said to Improve Dehydrated Castor Oil

CHICAGO, Ill. — The treatment of heat bodied dehydrated castor oil with low boiling alcohols, preferably ethanol, will substantially reduce the acid and acetyl value of such oils and make them suitable for highly water-resisting varnishes, an inventor here claims.

The smallest ratio of ethanol to oil that was found desirable from a practical standpoint was four volumes of ethanol to one of oil. According to the inventor, the only upper limit of ethanol is that dictated by considerations of cost and of the capacity of the handling equipment.

## Improved Method Developed To Clean Slides, Coverslips

NEW YORK, N. Y. — A new method for cleaning glass slides and coverslips has been developed here which is claimed to give excellent results, it was reported recently in "The Chemist-Analyst."

The steps to be followed are: soak the used slides and coverslips in xylol for several days; rinse with 95% alcohol for a few minutes; rinse for a few seconds with acidified alcohol (1% HCl in 70% alcohol); and soak in 95% alcohol again; and wipe dry with a clean cloth.

## Alkalis in Glass Determined With Denatured Alcohols

HARTFORD, Conn. — Tests conducted here recently show that alcohol denatured with 10% ether (formula SD13A) and alcohol denatured with 10% acetone (formula SD23A) are satisfactory substitutes for 95% alcohol in the determination of sodium and potassium in glass.

## TECHNICAL DEVELOPMENTS

Further information on these items may be obtained by writing to U.S.I.

**Protective clothing** has been designed to supplement the use of creams and liquids in operations where the exposed skin is subject to abrasive action or where the protection of clothing is of prime importance, it is said. (No. 670)

**A new organic alkyl peroxide**, t-butyl hydroperoxide, is available commercially which is reported to be suitable for use as a catalytic agent in one or two phase polymerizations, an oxidation agent, a drying accelerator, a combustion accelerator and a bleaching agent. (No. 671)

**An acid siphon** has been developed for dispensing corrosive liquids from carboys and drums. Made of a semi-flexible plastic impervious to ordinary commercial acids and alkalis, the siphon is said to produce a clean, easily controlled flow. (No. 672)

**A substitute for carnauba wax** in no-rub polishes is offered which the maker says can be used in amounts as high as 80% while still retaining gloss and other necessary properties in the polish. Available in quantities without priorities, the product is described as a processed type requiring no further processing. (No. 673)

**Surface active agents** have been developed which are described as non-electrolytes, which are neither sulfates nor sulfonated products and are essentially free from soap, excess fatty acids and inorganic salts. (No. 674)

**A synthetic beeswax** is now being produced which is claimed to be uniform in quality and to have all the characteristics of the genuine product. Available without priorities, it is said to be an excellent emulsifier and to be free from harmful ingredients. (No. 675)

**Five skin-protective creams** are said to be useful for protection against dust, sticky compounds, irritants with low water content, strong and dilute acids and alkalis, coolants of a more than 10% water, ultra-violet and infra-red rays, and as for general skin conditioning. (No. 676)

**A plastic molding material** of unusual impact strength is said to have been developed through the use of a fibre filler which provides uniform load distribution. Impact breaking strength is rated at 3.2 to 4 ft. lb.; tensile strength at 6,000 to 7,000 lb. per sq. in.; and flexural strength at 12,000 to 13,000 pounds. (No. 677)

**Lacquers for spray application** on wood, metal, plaster, plastic and composition surfaces are offered which are claimed to produce a finish that resembles metal plating. (No. 678)

**A static charge meter** has been put on the market for testing the resistance of a worker to ground in plants where there is danger of explosion due to static sparks. It consists of a resistance meter with its scale shaded to show safe and unsafe zones, a floor plate on which the worker stands, and connecting leads between the plate and the meter. (No. 679)

# U.S.I. INDUSTRIAL CHEMICALS, INC.

60 EAST 42ND STREET, NEW YORK

BRANCHES IN ALL PRINCIPAL CITIES

### ALCOHOLS

Amyl Alcohol  
Butanol (Normal Butyl Alcohol)  
Fusel Oil—Refined

### Ethanol (Ethyl Alcohol)

Specialty Denatured—All regular and anhydrous formulas  
Completely Denatured—all regular and anhydrous formulas  
Pure—190 proof, C.P. 96%, Absolute  
U.S.I. Denatured Alcohol  
Anti-freeze  
Super Pyro Anti-freeze  
Solox Proprietary Solvent  
Solox D-1 Deicing Fluid

### ANSOLES

Ansol M  
Ansol PR

### ACETIC ESTERS

Amyl Acetate  
Butyl Acetate  
Ethyl Acetate

### OXALIC ESTERS

Butyl Oxalate  
Ethyl Oxalate

### PHTHALIC ESTERS

Amyl Phthalate  
Butyl Phthalate  
Ethyl Phthalate

### OTHER ESTERS

Dialal  
Ethyl Carbonate  
Ethyl Chloroformate  
Ethyl Formate

### INTERMEDIATES

Acetoacetanilide  
Acetoacet-ortho-aniside  
Acetoacet-ortho-chloranilide  
Acetoacet-ortho-toluidide  
Acetoacet-para-chloranilide  
Ethyl Acetoacetate  
Ethyl Benzoylacetate  
Ethyl Sodium Oxalacetate  
Registered Trade Mark

### ETHERS

Ethyl Ether  
Ethyl Ether Absolute—A.C.S.

### OTHER PRODUCTS

Acetone  
Collodions  
Curbay B-G  
Curbay Binders  
Curbay X (Powder)  
Ethylene  
Ethylene Glycol  
Indalone  
Nitrocellulose Solutions  
Potash, Agricultural  
Urethan  
Vacatone



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to beauty aids, deciding that the effect on the morale of the people was so serious it could not be ignored."

### **Chemical houses urged by WPB to file manning tables**

The Chemicals Division of WPB has sent letters to over 2,000 plants manufacturing chemical products in some form urging that they file manning tables. Manning tables are in essence detailed inventories of the personnel of a business. To learn how to formulate a manning table properly it is wise to get in touch with the State Selective Service Headquarters. The proper officials there will instruct you how to prepare a table and how to maintain it.

When a table is in proper form, certain information may be abstracted and presented to the State Selective Service Board. Upon approval of the information about the employees you think it would be difficult to replace, the state board will give you a certificate, and with the certificate it will provide a stamp. You use this stamp in validating your appeal to the local boards or the local appeal board for the deferment of the person you regard as critically necessary in your work. The appeal so validated usually makes an effective impression.

### **Beauty parlors for war production plants and shipyards**

In the interest of safety for women workers, and to build morale, some of the larger war production plants, such as the shipyards on the west coast, are exploring the feasibility of establishing beauty parlors in or as part of the plant. Proper hair-dos are expected to prevent injury.

Retailers' excise tax for toilet preparations almost doubled in January over December, and was approximately a million dollars greater than it was in January 1942. The total for January 1943 is reported by the treasury as \$4,756,177.92.

### **Bill seeks quarterly instead of monthly excise tax returns**

HR 1752, a House bill, would require quarterly excise tax returns instead of the present monthly payments. A similar bill was introduced in the Senate, S.202. Under terms of HR 1753, owners of patents who are unable to benefit from the patents during the period of the war would receive an extension of the life of the patent for a period equal to the war. HR 701 would provide \$2,000,000 for use by the Department of Agriculture and State Experiment Stations, to survey seeds, bulbs, and plants, which may be useful for chemical and

industrial purposes. HR 881 and HR 904 would provide the usual reimbursement of \$1 per gallon for taxes paid on industrial alcohol.

### **Crop production specialists sought for Latin America**

Civil Service seeks men and women who can qualify as crop production specialists to help to increase the world's supply of vegetation in the tropics which will be used to make rubber, and other materials, including essential oils. They will be sent to Central and South America to administer research stations and plantations. Salaries range from \$2,600 to \$8,000 a year.

### **New orders for standards and simplification of shipping containers**

Standardization and simplification continued their forward pace in orders issued by both the WPB and OPA. Wooden containers for shipping fresh fruits and vegetables were standardized and simplified under limitation order L-232. Odd and fancy containers were ruled out, as was any stamping, painting or dyeing of the boxes intended to make them unfit for reuse.

This does not mean that paper labels may not be applied. The order says, however, that "commercial users may not imprint or stamp upon the containers any names, words or figures which are not required by law." In addition, they may not dye, stain or otherwise color the containers.

### **Ample supply of lead as government builds up stockpile**

There is no shortage of lead at the present time, according to the Tin and Lead Branch, WPB. To guard against any contingency, the Metals Reserve Co. has been accumulating a stockpile of lead and while the stockpile has not reached the desired size present conditions indicate that it will do so. The WPB recommends that lead be substituted for tin, copper or zinc wherever possible. It appears that the supply of lead will not only balance with requirements this year but will give a reserve supply owned by the government.

### **Prices for used glass bottles and containers fixed in Canada**

The Canadian Wartime Prices and Trade Board announces that maximum prices for used glass bottles and containers had been fixed in three orders issued by S. Godfrey, administrator of used goods.

Wine and distillers' bottles, used food jars and bottles and used pharmaceutical, toilet goods and proprietary medicine bottles are affected. The or-

ders provided a price differential for washed bottles, and rules are prescribed for washing of bottles which contained pharmaceutical or food products.

Hitherto the ceiling prices for used bottles have been those at which they were sold during the basic period, September 15-October 11, 1941. The new orders fix specific maximum prices for containers ranging in capacity from one-half ounce to one gallon.

The order on used wine and distillers' bottles is effective from February 27, those affecting used food and pharmaceutical bottles from March 2.

### **Govt. doctors locate causes and prevent industrial dermatitis**

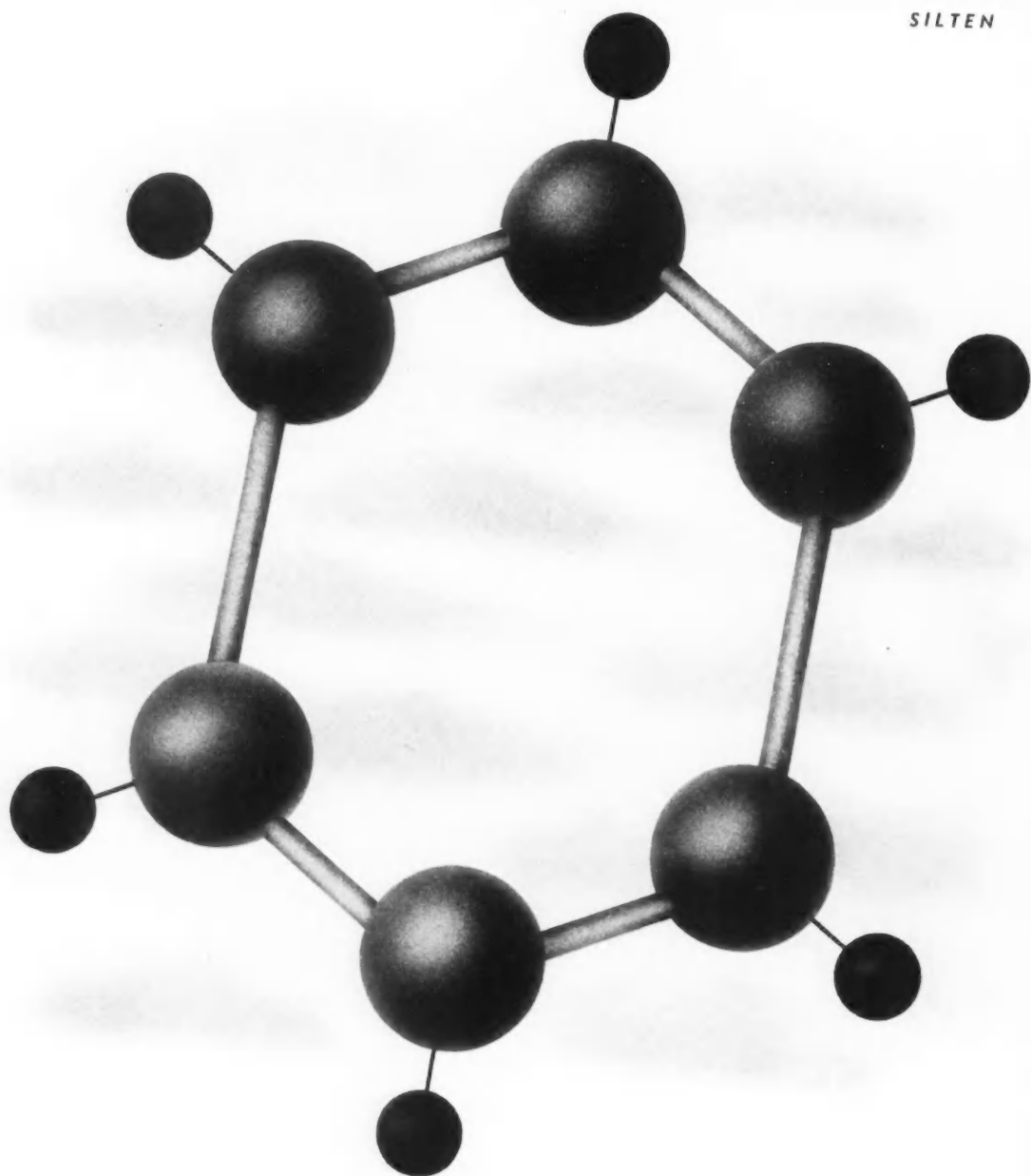
A scientific "detective force" of six dermatologists and one chemist has tracked down causes of skin disease—and prevented further outbreaks—in more than 50 government and privately-owned arsenals and war plants, U. S. Public Health Service officials report. Previously, almost 15 per cent of the workers handling explosives in these plants suffered from some form of industrial dermatitis. The Dermatoses Investigation Section, known as DI, was organized in 1928. Observers at the National Institute of Health in Bethesda, Md., reported that workers making explosives and those filling shell casings were developing a rash on hands, arms and faces. DI dermatologists went to the plant and, after a short investigation, found that fumes, generated in the manufacture of TNT, and contact with the powder itself were causing the trouble.

The government dermatologist unearthed the fact that the affected workers used a harsh soap that contained solvents like gasoline and kerosene to remove grease and oil quickly from the skin. Following the DI doctor's advice, the workers stopped using the harsh cleanser and substituted milder ones.

The "patch test" is probably the surest way to track down the causes of skin irritation, DI doctors say. The suspected irritant is spread on the patient's arm, shoulder or back. When one of these patches irritates the skin, the doctors know they are tracking down the source of the dermatitis. Individual substances and combinations are tested, until the cause is discovered.

Past experience with many different kinds of skin rashes has often enabled the section to diagnose dermatosis outbreaks merely by reading a report of the products involved. Public health officials are interested in educating plant managers and personnel directors as well as plant doctors in skin disease prevention. Most rashes can be cured by provided preventive measures such as protective clothing or ointments, frequent changes of clothing, supervised showers and better ventilation.

SILTEN



# *Iso Bergamone*

the scientifically developed synthetic Bergamot oil

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**POLAK & SCHWARZ INC. 667 WASHINGTON ST., NEW YORK, N. Y.**



# NEWS and EVENTS

## Sterling Products writes down 20 millions of trade marks to \$1

Sterling Products Inc., Wheeling, W. Va., which owns trade marks and good will in a number of well known toilet preparations and proprietary drugs valued approximately at twenty million dollars will write them down to \$1 within the coming decade. During the year ended December 31, 1942 a total of \$10,600,000 was written off. Earnings of the company in 1942 were \$7,086,354 after all charges and taxes, a drop of about one and a half millions. Sales however totalled \$53,447,584, an increase of over 12 per cent above 1941 sales.

James Hill Jr., president, announced the writing off of the trademarks and good will acquired through the purchase of subsidiaries since 1933 as a conservation step.

"In August, 1933, good will was written down to a nominal value of \$1, notwithstanding the fact that the company, or its subsidiaries, owned some of the most valuable trademarks in the pharmaceutical field," Mr. Hill said. "Since that time the company has purchased additional properties, including valuable trademarks, in all instances paying therefore either cash or treasury stock which had previously been purchased by the company. The trademarks and good will thus acquired have heretofore been shown on the balance sheet at the actual amount paid therefor."

## Newly discovered coffee extractive another link to hormones

As a result of the discovery by two German chemists in Brazil, another link to the hormones has been uncovered in cafesterol, according to the Upjohn Co., Kalamazoo, Mich.

It is now thought to bear remarkable resemblances to the female sex hormone, estrone, and to the hormone from the cortex of the adrenal gland, corticosterone.

Of a spiny and silky crystalline nature, this compound is apparently a purer form of the "kahweol" which Prof. R. J. Anderson of Yale obtained

from roasted coffee beans. The Brazilian investigators, Dr. K. W. Slotka, formerly of Breslau University, and Dr. K. Neisser, formerly of Goettingen University, have rediscovered it and made a more thorough study of its properties.

## New and extensive line of enzymes offered by Stearns

Frederick Stearns & Co., Detroit, Mich. announce an extensive line of proteolytic and diastatic enzymes for use in a wide variety of food and beverage processes. The company thus fills the void caused by the Alien Property Custodian's absorption of the Rohm & Haas Co. of Philadelphia.

## Government manual to help manufacturers keep necessary records

A Consumers Allotment Accounting Manual, to assist manufacturers in organizing the record keeping and accounting required under the Controlled Materials Plan, is available. A copy may be had from the Controlled Materials Plan Division, W.P.B., Washington, D. C.

## Cosmetic lines fairly complete, says Los Angeles Chamber of Commerce

In a survey just completed by the Domestic Trade Department of the Los Angeles Chamber of Commerce for the purpose of ascertaining the situation regarding drug store merchandise at this time in Southern California, it was found, according to the report issued that "... Cosmetic lines are fairly complete."

## New cosmetics in lipstick form especially designed for colored women

The House of Gabrielle, New York, N. Y., will shortly announce a new solid perfume in lipstick form as well as a new deodorant in lipstick form especially designed for darker skinned or colored women. An all-purpose cream for the same women will also be offered. An odor called Captivation has been created to give the line distinctiveness.

## Lentheric drops "Paris" and "French" from American-made perfumes

Lentheric, Inc., New York, N. Y., has stipulated with the Federal Trade Commission that in selling, advertising, or labeling its perfumes it will cease representing, through use of the word "Paris" or "French" or any other word, term or picturization indicative of French or foreign origin, that perfumes made or compounded in the United States are made or compounded in France or any other foreign country. The stipulation provides, however, that the country of origin of the various ingredients of the perfumes may be stated when immediately accompanied by a statement that the perfumes are made or compounded in the United States.

Under the stipulation, Lentheric, Inc., also agrees to discontinue using any French or other foreign words or terms as brands or trade names for perfumes made in the United States without clearly stating in immediate connection therewith that the perfumes are made in this country.

## Claims for alcohol tax drawback must be filed by March 31

The first claim for a drawback on alcohol when used for non-beverage purposes in November or December, 1942, must be filed not later than March 31, 1943, with the Alcohol Tax Unit. Claims for these two months filed after March 31 will not be considered.

## Gum guaiac being used by armed forces to preserve food

Gum guaiac is being extensively used in the preservation of considerable quantities of food for the armed forces according to Dr. H. S. Mitchell and H. C. Black of Swift & Co., Chicago, Ill. The juice which prevents fats from becoming rancid or from losing their palatability is used in meats but it will be used with dehydrated fruits and vegetables. Paper wrappings of fatty foods will also be impregnated with guaiac juice to prevent the fats from soaking through.

ALBERT VERLEY & COMPANY PRESENTS



*Rosal*

... A COMPLETELY SATISFACTORY SUBSTITUTE FOR THE NATURAL ROSE ODOR

*It is futile to look toward an inaccessible source in the flower fields of France for an odor indispensable to the perfumer's art. And it is no longer necessary, in the opinion of those who have passed judgment on Rosal... Words cannot describe a rose. Only by your own careful appraisal, after testing a generous working sample to replace the Absolute in your most significant formulas, can you accept this conclusion and make it your own... This new function of synthetics is more than a war-time expedient. War scarcities merely brought into prominence a development which had been maturing in America for ten years or longer. You are actually taking a step vital to the long-time future profits and prestige of your house, when you explore the possibilities of Rosal and other creations of Albert Verley & Co., fabricated in the United States from available raw materials. Investigate! Write for your sample today.*



### Flavoring Extract Mfrs. Assn. to meet in New York May 24 and 25

The annual meeting of the Flavoring Extract Manufacturers Assn. will be held May 24 and 25 in the Hotel Pennsylvania, New York, N. Y. On account of the war, the meeting will be confined chiefly to a discussion of problems affecting the industry as a result of operation under wartime conditions. Plans for the meeting are now being made with the object of making it a streamlined affair in every way. Announcements as to the speakers and other features of the program will be made later.

### Home mixed cola drink now distributed in 40 states

The popularity of the cola flavor for soft drinks which prompted Rodriguez Flavoring Syrups, Inc., Baltimore, Md. to offer Mavis cola syrup about three months ago for mixing cola drinks in the home is evidenced by the fact that distribution has already been secured in 40 states. Sales are to be pushed this Spring. A 12-ounce bottle of the syrup retailing for 30 cents provides 12 large glasses of the cola drink when mixed with carbonated or plain water.

### Price ceilings on flavor products expected soon

An announcement as to when specific price ceilings will be set on caffeine, coumarin, saccharin, vanillin and ethyl vanillin, is expected from the OPA within the next two weeks.

### Philadelphia College of Pharmacy holds first mid-winter commencement

The 121st annual commencement of the Philadelphia College of Pharmacy and Science was held February 24, this being the first mid-winter commencement in the history of the institution. Under the war-time plan of acceleration of studies, the class received its diplomas four months in advance of the date originally planned. Seventy-seven degrees in pharmacy, eleven degrees in chemistry, sixteen in bacteriology and two in biology were awarded.

### Exception to tube for tube exchange in Canada

The Wartime Prices and Trade Board of Canada has ruled that there is one exception to the rule that toothpaste and shaving cream in metal tubes can only be obtained on presentation of a used tube.

If patriotic organizations want tubes of toothpaste or shaving cream to be sent to members of the armed forces overseas, packed in soldiers' boxes, then they may supply direct to the adminis-

trator of used goods in Toronto, explaining how many tubes they require for what purpose and from whom they wish to buy them. A special permit may then be sent to the store making the sale.

### Record attendance of 2200 marks eighteenth DCAT banquet

A record attendance marked the 18th annual dinner of the Drug Chemical and Trades Section of the New York Board of Trade at the Waldorf-Astoria on the evening of March 4. More than 2,200 were present. As usual the reception held prior to the dinner proved to be a very enjoyable affair as it enabled those present to make new friends and



V. E. Williams

renew old acquaintances. The spirit of good fellowship was further carried out in the various rooms engaged by numerous companies to entertain visitors. The ease and promptness with which the many guests were brought into the banquet hall from the various rooms on time was a marked tribute to the men who had this difficult task in charge. Victor Williams, chairman of the Section, occupied the center of the dais, and at his right sat Sen. Robert R. Reynolds of North Carolina, the speaker of the evening. Proceeds of the affair were donated to the United Seaman's Service, Inc.

### Coty drops sales to syndicates and stops \$1.25 perfume production

Coty has dropped all sales to syndicate stores, Jean Despres told wholesalers at the company's annual breakfast in the Hotel Pennsylvania, New York, Feb. 28. Also, he stated that \$1.25 perfumes would not be produced during the war.

### Retirement benefits for all employes by Pond's Extract Co.

Under a plan of retirement benefits for employes of Pond's Extract Co., just announced by Clifford M. Baker, president, an employee who has spent his business life with the company, on retiring, will receive an income with social security, which will average half of his salary. Costs for all benefits for past services will be borne by the company. In addition to the new pension plan there is available to all employes of the company a group life insurance plan which has been in effect 19 years. Besides cosmetics, the company is manufacturing war material.

### Sheffields, New England Collapsible Tube Co., launch new song

W. Kyle Sheffield, of the New York, N. Y., office of the New England Collapsible Tube Co., and his nephew, Lieut. Thomas C. Sheffield of the Army Air Force, are the authors of a new song "Tell Me You Really Care." Lieut. Sheffield wrote the words and Kyle Sheffield composed the music. The latter is a skilled musician and he is the composer of Yale University's famous marching song, the college from which he was graduated. Lieut. Sheffield was western manager of the firm before entering the army last June and was in charge of the company's Chicago office. He, like his father, L. Tracy Sheffield, president of the firm, is an alumnus and a former star athlete of Yale.

### George Lueders & Co., Inc., moves Philadelphia office

The Philadelphia, Pa., office of George Lueders & Co., Inc., is now located at 12 South 12 St. in new and larger quarters. It was moved from the former location at 21 South 12 St. this month. William F. Kiefer is in charge of the Philadelphia headquarters.

### NARD and others indicted on charge of price fixing

The National Assn. of Retail Druggists, ten local druggist associations in the New York area and 17 individuals were indicted recently in New York on charges of conspiring to "fix, raise and maintain" retail prices on drug items.

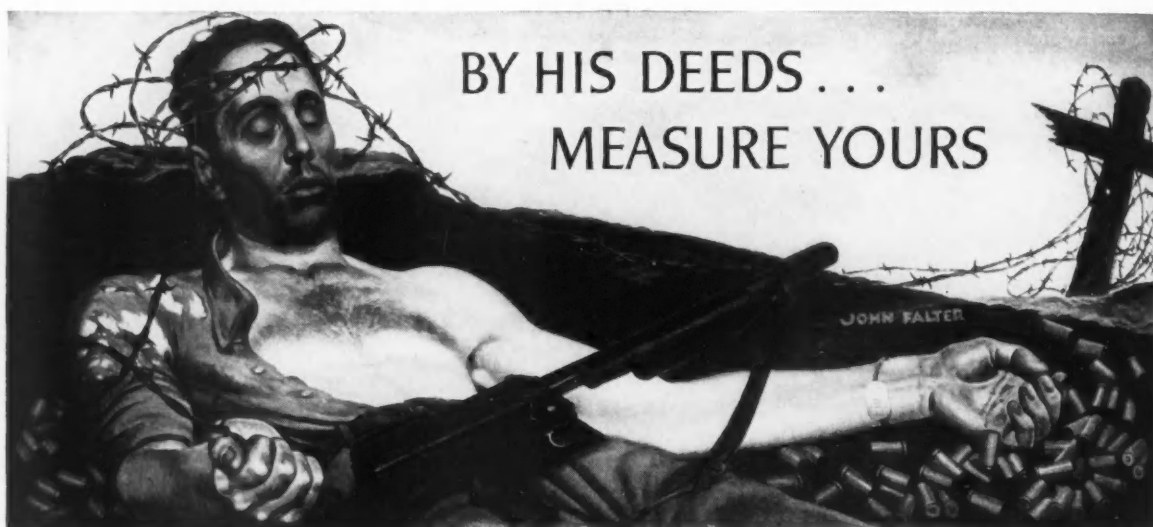
The indictment charges that the practices complained of have been practiced since 1932 and that prices have been maintained "by agreements among themselves" and "by persuading and compelling" drug manufacturers to do the same.

The indictment also charges that producers of items sold in drug stores were induced, persuaded and compelled to threaten to sue retail price violators under the state fair trade law, and that a system of espionage was set up, with the result that cut-rate druggists were boycotted and threatened with court action.

### W. J. Overham joins Parfums Hartnell of London

W. J. Overham, formerly associated with Parfums Schiaparelli and Parfums Lilly Daché, has assumed the representation and distribution, in the western hemisphere, of the new perfume line of Parfums Hartnell of London and formerly also of Paris. Mr. Overham soon will announce temporary offices. The new line is expected to be ready for the Easter trade.

**I**T is not pleasant to have your peaceful life upset by wartime needs and restrictions and activities. . . . It is not pleasant to die, either. . . . Between you who live at home and the men who die at the front there is a direct connection. . . . By your actions, definitely, a certain number of these men will die or they will come through alive. If you do everything you can to hasten victory and do every bit of it as fast as you can . . . then, sure as fate you will save the lives of some men who will otherwise die because you let the war last too long. . . . Think it over. Till the war is won you cannot, in fairness to them, complain or waste or shirk. Instead, you will apply every last ounce of your effort to getting this thing done. . . . In the name of God and your fellow man, that is your job.



The civilian war organization needs your help. The Government has formed Citizens Service Corps as part of local Defense Councils. If such a group is at work in your community, cooperate with it to the limit of your ability. If none exists, help to organize one. A free booklet telling you what to do and how to do it will be sent to you at no charge if you will write to this magazine. This is your war. Help win it. Choose what you will do — now!

**EVERY CIVILIAN A FIGHTER**

CONTRIBUTED BY THE MAGAZINE PUBLISHERS OF AMERICA



### Flavor manufacturers of California hear lecture and elect officers

Charles L. Marston, Jr., of the Neil Flavor Laboratory, Los Angeles, was elected president of the Flavoring Extract Manufacturers' Assn. of California at the annual meeting held in Los Angeles the third week in February. It will be Mr. Marston's fourth term. In fact, he is the only president the organization ever had. Other officers chosen were Lane Guthrie, Lancaster, Inc., vice president, Albert E. Evans, M. E. Bear & Co., secretary; Fred Bunn, Mefford Chemical Co., treasurer, all of Los Angeles.

Horman Hernhuter, chief chemist for Joe Lowe Corp. in Los Angeles, retiring secretary, who had served since the association was organized, gave a talk on "Gums and Colloids." Mr. Hernhuter had equipment with him. He made emulsions and demonstrated the use of substitute emulsifying materials. He pointed out that some of the emulsifying agents were still in the experimental stage. A round-table discussion on the address followed.

### New alcohol process for recovery of glycerine from domestic fats

A new alcohol process developed by the Fine Chemicals Division of E. I. du Pont de Nemours & Co. to recover economically, critically needed glycerine from domestic fats is announced. Formerly it was extracted from coconut oils of high glycerine content. In addition to larger and faster recovery the method is said to give water free glycerine that can be used in many processes. In soap manufacture it is claimed to have numerous advantages. The by-product glycerine is obtained early in the operation instead of at the end as heretofore. From the esters produced by the process quality soap may be made, it is stated; and it lends itself to continuous operations. Water free soaps can be produced directly. The esters left after separating the glycerine are also used in numerous synthetics.

### Danco, Inc., receives mail from Payan & Bertrand, France

Two letters have been received from M. Proal, chairman of the board of Payan & Bertrand, Grasse, France, by Gerard Danco, president of Gerard J. Danco, Inc. The letters, sent by air mail from Grasse, came through regular channels by way of Lisbon, were inspected by censors and had the new French postage stamps of various denominations, all with pictures of Petain. Instead of having the usual wording "République Française," they were marked "Poste Française." The letters say little except that everybody in the

firm is in good health and that M. Proal hopes that the same is true of his friends in the United States. It is particularly interesting to learn that mail can come from Grasse to the United States. Service in the reverse way has been suspended.

### Interstate Color Co. honors secretary on honeymoon trip to New York

Kenneth W. Ebert, warrant officer, (jg) attached to headquarters of the 10th Corps, Sherman, Tex., the youngest son of S. H. Ebert of the Interstate



Warrant Officer K. W. Ebert and Mrs. Ebert

Color Co., Inc., New York, N. Y., was married February 13 in Fort Worth, Tex., to Miss Jane E. Gage, niece of Mr. and Mrs. P. Frank Walsh of Fort Worth, Tex. After the ceremony the couple came to New York where they were given a testimonial dinner by the Interstate Color Co., Inc., of which the bridegroom is secretary. Edmund F. Ebert, assistant treasurer of The Bankers Trust Co., another son of S. H. Ebert, acted as toastmaster and by his wit did much to enliven the proceedings. The affair was attended by thirty people. At the head of the table were Mr. and Mrs. S. H. Ebert, Mr. and Mrs. Edmund F. Ebert and Warrant Officer and Mrs. Kenneth W. Ebert. The oldest son, William Harvey, was unable to leave Atlanta, Ga., because of the pressure of business. Following speeches, professional entertainers appeared, who added much to the gaiety of the occasion. Warrant Officer and Mrs. Ebert left a few days after the dinner for Sherman, Tex., where they will make their home.

### Minneapolis Co-metic show scheduled for August 1

The 1943 Co-metic show in Minneapolis, Minn., is scheduled to be held August 1. Clarence Ober of Lenthier, Inc., is serving as president of the Co-metic Club for 1943 and the other officers are: Frank Smith, of Coty, Inc., vice-president; Norton M. Breiseth, of Shulton, Inc., secretary-treasurer; and Warren Kugler, of Elmo Sales Corp., and Fred M. Hayes, of Harriet Hubbard Ayer, directors.

### New commodity export license application forms must be used April 1

The application form (BEW-119) for individual license to export commodities has been revised and simplified. Certain questions have been eliminated; others are combined; and some need not be answered at all if not applicable. Thus, questions 7, 8, and 14 may be answered by the word "same" and questions 15, 18 and 21 need not be answered at all if no answer is necessary. Full instructions appear on the form itself. The revised form may be obtained immediately from the Office of Exports, Board of Economic Warfare, Washington, D. C.; the Board of Economic Warfare, 500 Fifth Ave., N. Y. C.; from Collectors of Customs, and from field offices of the Department of Commerce. On and after April 1, 1943, the use of the new form will be obligatory. Many special types of forms are required in connection with proposed export shipments. Certain exporters have experienced delay in obtaining consideration of their export license applications because, for example, they submitted a form PD-1A when some other form was required. It has been necessary in such cases to return the application without action because the proper WPB form was not submitted with it. It is recommended that exporters obtain the monthly publication entitled "Priorities" from the Superintendent of Documents, Government Printing Office, Washington, D. C., available at the nominal price of 20c. per copy.

### Brunswick Drug Co. enlarges its cosmetic laboratory

The cosmetic laboratory of the Brunswick Drug Co., Los Angeles, is being enlarged to twice its present size, which will give it a total of about 8,000 sq. ft. New vacuum and pressure fillers and other equipment are being added and the other machinery rearranged. The change is made necessary by the volume of business being done, it was stated.

### Use of cosmetics by women war workers inspires Post

The invasion of women war workers at the plant of the American Locomotive Co. inspired Michael Hatch to pen the following verses, according to the *New York Post*:

There's lipstick on the drinking fount,  
There's talcum on the bench;  
There's cold cream on the surface plate,  
Hand lotion on the wrench;  
An "Evening in Paris" scents the air  
That once held lube oil's smell;  
I just picked up a bobby pin.  
Believe me! War is H——!

# Duval

## Let Us Solve Your ALCOHOL PROBLEM

We have successfully masked the odor of Iso Propyl Alcohol. This alcohol is abundant and not a war-time necessity. Samples of perfumed Iso Propyl Alcohol or the Perfume Oil itself may be obtained in all popular odors.

We can supply either the perfumed Iso Propyl Alcohol or the Perfume Oil for same in practically any quantity desired.

*We shall be pleased to receive your inquiries.*

*Samples and prices gladly furnished on request.*

Representatives

CUTLER CHEMICAL COMPANY

Merion Gardens

City Line & Wynnewood Rd.  
Merion, Pa.

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121-123 East 24th St., New York



**COLOR RIGHT**  
**TEXTURE RIGHT**

BEAUTIFUL women choose the facial cream with the finest texture and the purest color. Facial cream made with a Beehive Brand Beeswax base has a better chance to meet these requirements.

Beehive Brand Beeswax is 100% pure, it is uniform in texture and perfectly white. Our buyers select it from the finest grade of crude beeswax. It is then tested for purity, quality and uniformity in our own laboratories, and bleached by the sun and air.

Uniformity of Beehive Brand Beeswax will keep your product always up to the high standard you set for it. The quality and uniformity never change. It is entirely free from adulterants and imperfections of any kind.

And back of every tablet of Beehive Brand Beeswax stands the reputation of the manufacturer.

WRITE DEPT. A-3 TODAY FOR COMPLETE INFORMATION



## BEEHIVE BRAND

*Beeswax*

WILL & BAUMER CANDLE CO., INC.

Established 1855  
Buckley Road, Syracuse, New York

SPECIALTY: PERFUMED BEESWAX, YELLOW BEESWAX, RED OIL, COWHIDE, TALLOW, LARD, STEARIC ACID

### **Yardley, Revlon, Coty and Charles of the Ritz win TR awards**

The Toilet Requisites Awards for 1942 have been presented to Yardley, Inc., for merchandising policy; Revlon Products Corp. for promotion of the Mrs. Miniver Rose; Coty, Inc., for advertising; and to Charles of the Ritz for packaging of Spring Rain. The awards are made by *Beauty Fashion*. The jury was composed of outstanding men in merchandising, chiefly associated with large department stores throughout the country.

### **Makers and retailers of cosmetics discuss price regulation with OPA**

Representatives of the cosmetic industry met with OPA officials February 3 in New York to discuss a proposed new price regulation on packaged cosmetics. The meeting was presided over by Edward P. Morrish, acting head, Toiletries and Cosmetic Section, Chemicals and Drugs Branch, OPA, Washington, D. C.

Also present representing OPA were Mrs. Martha Wood, business specialist and assistant to Mr. Morrish, and Frederick R. Haigh, chief of the Chemicals and Chemical Products Unit, New York Regional Office.

The proposed new price regulation on packaged cosmetics will replace the General Maximum Price Regulation for manufacturers, distributors, retailers, and other sellers of cosmetics and toilet articles.

Among those present at the meeting representing the cosmetic and toilet goods industries, were: N. J. Alderige, Bourjois, Inc.; H. L. Johnson, F. W. Woolworth Co.; Paul H. Douglas, Bourjois, Inc.; Albert B. Pacini, American Home Products Co.; G. W. Dunn, Elmo Sales Corp.; T. M. Hanlon, Caron Corp.; Paul B. Russell, Lucien Lelong, Inc.; Benjamin H. Dorman, United Drug Co.; E. A. Means, Bristol-Myers Co.; S. P. Humphrey, United Drug Co.; Leo V. Talamini, Prince Matchabelli, Inc.; F. C. Cleary, Richard Hudnut, Inc.; C. A. Pennock, Hudnut Sales Co.; H. L. Brooks, Coty, Inc.; James G. Potter, Richard Hudnut, Inc.; Thomas W. Johnston, R. H. Macy & Co.; Charles W. Fowler, Lord & Taylor; R. C. Payton, Yardley of London, Inc.; Irving S. Goodwin, Yardley, and F. J. Griffiths; R. J. Van Gytenebeck, B. Altman & Co.; A. Nash-eim, House of Tre-Jur, Inc.; G. W. Sands, Elizabeth Arden, Inc.; J. W. Newman, Lehn & Fink Products Corp.; A. H. Bergmann, Oxyzn Co.; Joseph A. Danilek, Dorothy Gray, Ltd.; B. H. Badanes, McKesson & Robbins, Inc.; Robert F. Fiske, Saks Fifth Avenue; Miss A. Farley, Lord & Tay-

lor; Philip C. Herr, Denney & Denney; H. M. Altshul, Ketchum & Co., Inc.; Wm. E. Hinkel, Wm. E. Hinkel Co., Inc.; Thomas A. Weaver, Sibley Lindsay & Curr, and W. H. Wulffleff, Affiliated Products Co.

### **Independent retailers work out plan with manufacturers for broadcasting**

Something new, it seems, in the way of drug store promotion for independent retailers is being done in Southern California. The scheme, begun in May, 1941, permits, for the first time, the independent druggist of that region to broadcast competitively special merchandising events staged by manufacturers of national repute.

It works this way. The independents have formed an organization headed by ten wholesalers and retailers and called the Independent Druggists of Southern California Voluntary Advertising Committee. About 80 per cent of the independent stores in the region are undertaking to feature the products of participating manufacturers, who pay *all* the expenses of a daily 15-minute news broadcast and other promotion costs. The committee has now appointed a contact man, who is allowed by rationing authorities to have all the gas he requires to cover the territory. He does not solicit orders from the retailers, but he readily accepts them when offered as a service to the retailer, and of course, to the manufacturer. He is concerned only with the goods of the manufacturers who support the committee. So successful has the scheme proved to be, that an additional daily broadcast is contemplated.

Wholesalers on the committee are: Harold E. Moore, of Brunswick Drug Co.; A. S. Lester, of Western Wholesale division of McKesson & Robbins, Inc.; H. F. Stevens, J. K. Hornbein Co., and W. A. Seaton, Los Angeles Drug Co., all identified with the wholesale drug industry in Los Angeles. Roy S. Warnack, secretary of the California Pharmaceutical Assn., a member of the committee and himself a retail druggist, is acting as leader of the group.

### **S. S. Pierce Co. has stock of French perfume**

A. L. Fletcher, manager of the S. S. Pierce Co., wholesale druggists, Boston, Mass., in commenting on the note in the February issue on the scarcity of French perfumes in this country, states that his concern still has a stock of Parfums Lionceau merchandise, made, bottled, boxed and sealed in France in seven popular odors.

### **Charges must not be advanced for replacing faulty cosmetics**

Manufacturers and distributors of cosmetics and toiletries have been warned by OPA not to advance their charges for replacing or reprocessing returns of faulty or damaged merchandise.

Maximum prices for replacing or reprocessing faulty or damaged merchandise are established under the General Maximum Price Regulation or Maximum Price Regulation No. 165—Services—depending upon the nature of the transaction.

Where it has been a customary part of the terms of sale of cosmetic merchandise for the manufacturer or distributor to replace or reprocess faulty or damaged merchandise, the General Maximum Price Regulation prohibits any changes in customary allowances which would impose more severe conditions of sale. A manufacturer or distributor who customarily replaced merchandise which was unsalable due to some fault of manufacture without making a charge may *not* discontinue that practice. Modifications which do not result in charging prices above those established by the General Maximum Price Regulation are permitted.

For the same reason, the manufacturer or distributor may not increase his customary charge for reprocessing or replacing shopworn merchandise.

Prohibited increases include outright additions to dollar and cent charges, compelling purchasers to bear transportation costs not customarily borne by them, and instituting typing requirements not imposed in March, 1942. Examples of prohibited conduct are requiring a special purchase order of a minimum amount as a condition of reprocessing, or requiring retailers to accept other types of merchandise in place of the reprocessed items, where these conditions were not imposed in March 1942, upon purchasers of the same class.

In instances where the manufacturer or distributor's sale of cosmetic merchandise did not previously carry with it an arrangement to reprocess merchandise damaged due to causes other than faulty manufacture, maximum reprocessing charges are established for the reprocessor by Maximum Price Regulation No. 165—Services.

Under this regulation, the maximum charge which may be made for the reprocessing service may not exceed the highest price charged for that service during March 1942, or the highest price charged for the most nearly similar service if no price was charged for the same service during that month. In the event neither of the foregoing methods of determining a maximum price is applicable, others are available.

*Why do it the hard way?*

*Oil Spruce Needle*  
IT'S THE SMELL  
OF THE  
CHRISTMAS TREE

*Sparhawk*  
SPARKILL, N. Y., U. S. A.

*Sprunedol*  
(Spruce Needle Oil, American)  
It's not a Substitute —  
It isn't an Imitation —  
Nor is it Siberian Pine —  
It's an American product from the U. S. A.  
Why not try it for your own use?

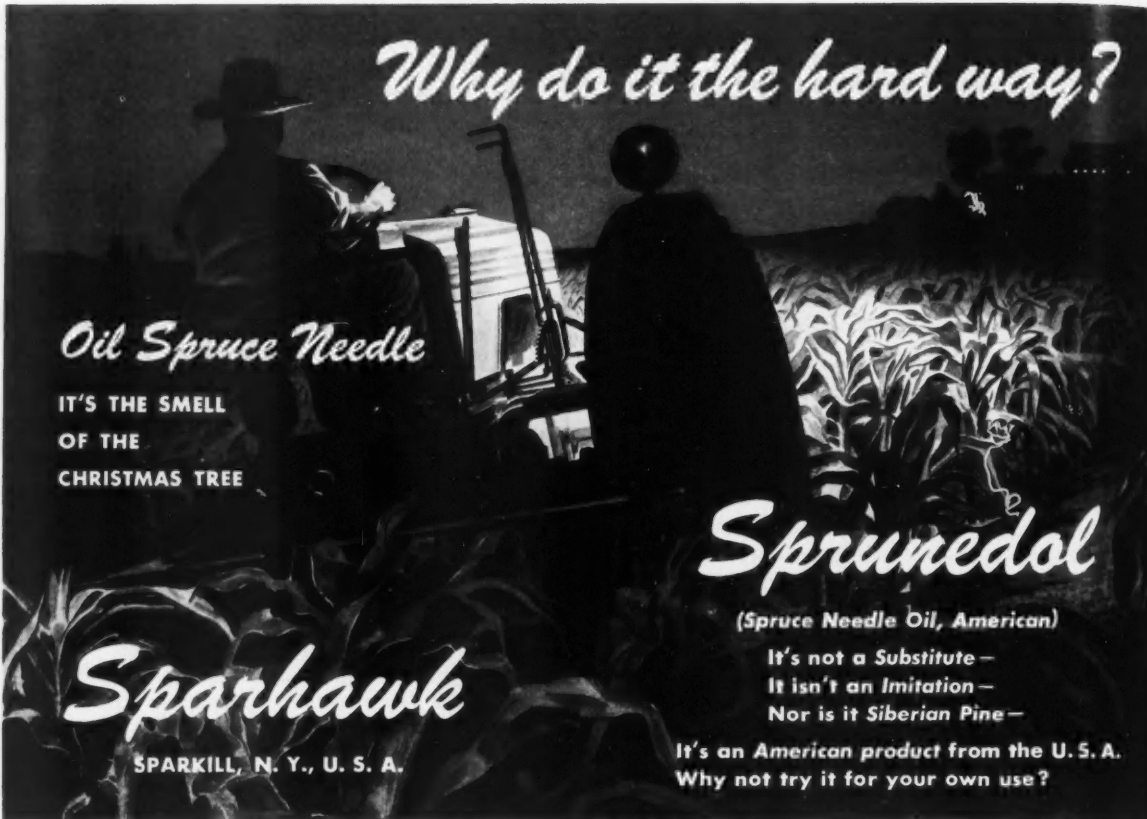
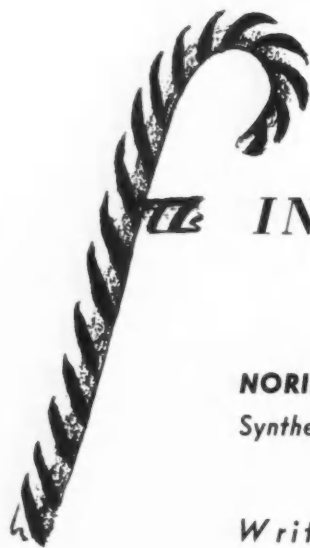


Illustration courtesy of Farm Journal



## **INE PEPPERMINT FLAVOR** *at low cost*

**NORIMINT**, Imitation Peppermint Oil Composed of Natural and Synthetic Menthols, Menthone, Menthyl Esters and Terpenes.

*Write for free sample to test in your product.*

**THE NORTHWESTERN CHEMICAL COMPANY**  
THE LARGEST MAKERS OF BUTYRIC ETHER IN THE WORLD  
**WAUWATOSA, WISCONSIN**  
INCORPORATED 1882



### Packing industries to show products at Wartime Packaging Exposition

Packaging, packing and shipping industries will exhibit their products and services, as related to the war effort, at the Wartime Packaging Conference and Exposition, to be held at the Astor Hotel, New York, N. Y., April 13 to 16.

### Smaller War Plants Corp. instructs representatives in loan making

In furthering the decentralization program to solve the war contract problems of small business at the point where they exist, the Smaller War Plants Corp. has given a three-day course in the proper method of making loans, to its loan representatives in the 12 WPB regional offices. The "loan school" was conducted in Washington last month by Frank Prince, chief loan agent of the SWPC, and covered all problems involved in processing loan applications.

### Gov't. salvage agency receives 2 million lbs. of tin for war

More than 2,300,000 pounds of collapsible tin tubes were received for reclamation by the government agency, the Tin Salvage Institute, between April 1, 1942, and Jan. 1, 1943. Of the gross shipping weight, more than 680,000 pounds of metal have so far been recovered and made available for use in war production. The remainder is in process of reclamation.

The Tin Salvage Institute is operated under the direct supervision of C. W. Nichols, vice-president of the Metals Reserve Co. Its officers and trustees are as follows: Willis M. Rose, president; Fred Remington, vice-president; L. B. Platt, secretary-treasurer; and trustees: Lee Bristol, H. S. Darlington, H. A. Larson, J. Y. Lund, Roy W. Peet, Frederic Remington, S. M. Rumbough, Howard A. Sumner, R. S. Westgate, H. F. Woulfe and W. M. Rose. The Operating Committee is composed of Lee Bristol, George MacGregor and Charles Luckman.

### American Home Products Co. takes important step in development

As announced in our last issue the American Home Products Corp., Jersey City, N. J., will drop its anonymous role. Instead, like General Motors Corp. it will capitalize its standards and prestige.

Under A. G. Brush's direction during the last five years the various subsidiaries have been grouped into four major divisions—drug, including both proprietary and ethical products; food, consisting primarily of the Harold H. Clapp canned baby food products; cos-

metics, including House of Louis Philippe, Inc., and Affiliated Products, Inc.; and household goods, including the A. S. Boyle Co. products, Old English waxes and polishes and 3-in-1 oil and furniture products.

More important advertising subsidiaries include Affiliated Products, Affiliated Laboratories, Anacin Co., BiSodol Co., A. S. Boyle Co., Harold H. Clapp, Inc., Heather Co., House of Louis Philippe, Inc., International Vitamin Sales Co., Jo-Cur, Inc., Kolynos Co., Mystic Laboratories, Inc., Oxyzin Co., Petrolagar Laboratories, Inc., Samoline Corp., S. M. A. Corp., Wyeth Chemical Co. and John Wyeth & Brother, Inc.

### Coveted Army-Navy "E" awarded to employees of Merck & Co.

For excellence in the production of drugs and chemicals for the armed forces, Merck & Co., Inc., Rahway, N. J., has been awarded the coveted Army-Navy "E." The award was made February 9 with impressive ceremonies in the company's main plant in Rahway. It was attended by over 3000 employees and guests. Major Gen. James E. Magee, Surgeon General of the Army, presented the "E" flag. The acceptance was made by George W. Merck, president of the company, and George E. Lennox, president of the employees' organization. The "E" pins were presented by Rear Admiral Luther Sheldon, Jr., U.S.N., to the employees of the company. A telegram of congratulation was sent to the employees by Gov. Charles Edison of New Jersey. The importance of the research work conducted by the company was stressed in the address of presentation by Surgeon General Magee. Lowell Thomas, radio

commentator, acted as master of ceremonies. Music was furnished by the U. S. Army band from Fort Monmouth and the Merck Choral Group. The Army-Navy "E" award has also been conferred upon the company's plants in Philadelphia, Pa., and Elkton, Va.

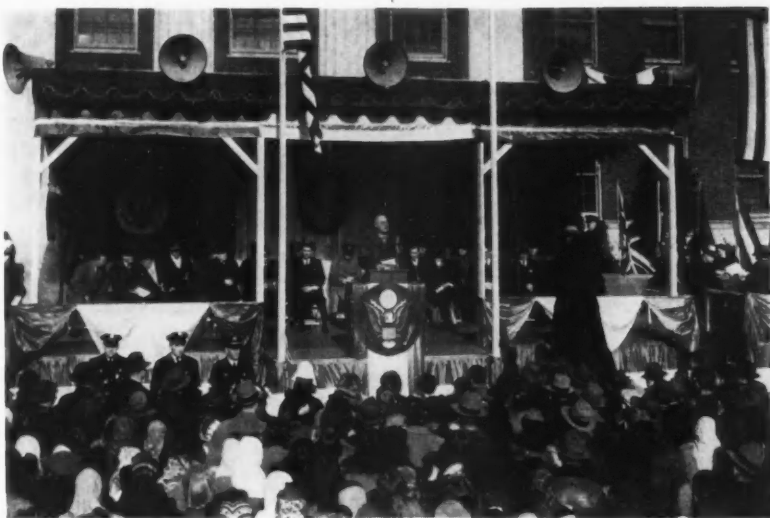
### Relief sought by petition from hardships of citrus juices ban

Processors of single strength and concentrated citrus juices for the flavoring and beverage industries met in Washington, D. C., January 6, to discuss food distribution order No. 3 and the proposed amendment to food distribution order No. 6. A petition for relief from the unreasonable hardship resulting from the citrus fruit juice order (No. 3) was filed with the Secretary of Agriculture, January 26. An appendix was attached setting forth papers and statements by eminent authorities covering a long period of time, establishing the fact that carborated beverages possess dietetic and food values.

Adequate relief was sought from the application of the order so as to provide supplies of concentrated juices and single strength juices for the manufacturer of soft drinks for domestic consumption and to permit the process and concentrating of such juices for other purposes.

### Philadelphia College of Pharmacy accelerated course starts June 28

The Philadelphia College of Pharmacy and Science will start its next freshman class June 28. Assuming that the acceleration policy which is a war time adjustment will continue throughout the eight semesters of the curriculum, the student entering this summer should qualify for graduation in April 1946.



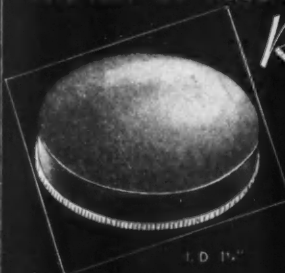
Major Gen. James E. Magee presents Army-Navy "E" to Merck employees at Rahway, N. J., plant

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*all Plastic Containers*

ADOPTED BY LEADING STYLE HOUSES  
PROVEN BY PUBLIC ACCEPTANCE

*Rouge Box*

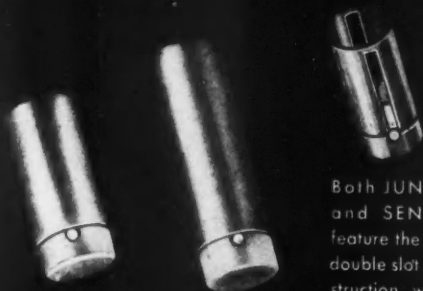


Mill-edge  
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SWIVEL  
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Both JUNIOR  
and SENIOR  
feature the new  
double slot con-  
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eliminates any  
possibility of  
jamming and  
provides free  
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EXCLUSIVE DESIGNS TO YOUR ORDER IN ALL COL-  
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Our large production and close selling mar-  
gin make it possible for you to buy standardized,  
air floated POWCO BRAND Neutral Soaps of  
*better quality—at a saving.* From the wide  
range of *laboratory controlled* Powco Pul-  
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and physical characteristics required for your  
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### Trade treaty with Mexico permits imports of raw materials

The new trade treaty with Mexico which became effective during January permits importation into the United States of lemon, lime, orange, grapefruit and other citrus fruit juice with a duty of 2½¢. per lb. Chile is permitted entry free; sarsaparilla root comes in free; also lime oil, and linaloe or bois de rose oils. Free entry also is given to unground allspice, to anise, and to candilla wax. Export into Mexico is dutiable as follows on these items: fruit essences or synthetic fruit essences, 15 pesos per L. K.; other extracts for making soft drinks, 3 pesos per L. K.; cosmetics, perfumed or not, 6.50 pesos; for L. K. fruit juices of a density under 1.25 at 15 degrees centigrade, 1 peso per L. K.; fruit juices exceeding 1.25 density at 15 degrees centigrade, 3 pesos per L. K.

### Exports to certain Latin-American countries prohibited

The Board of Economic Warfare no longer permits exports except for extreme urgency, to Argentina, Chile, Colombia, Ecuador, Peru, Venezuela. Imports Order M-63 provides imports may be made from Canada, Mexico, Guatemala, and El Salvador, of beeswax, cassia, cinnamon, ginger root, gum ghatti, gum arabic, gum tragacanth, gum, karaya and talca, linaloe, mace, neroli, orange oil, peppers.

### Price changes on products now packed in glass

Manufacturers of chemical products, changing from tin to glass, may not reduce sizes without reducing price, proclaims OPA. Importers of spices from Central America, whether by rail or water, must make proper reductions for reduced war insurance rates, and the reduction must be passed down the line to all sellers, declares OPA. The same agency warned manufacturers of cosmetics and toiletries that they must continue the practice of replacing faulty or damaged merchandise without charge. OPA also urges that business men have more voice in drafting future price regulations.

### Changes in personnel in various branches of WPB

John M. Williams, chemist consultant to Drugs and Cosmetics Section, Chemicals Division, WPB, left that agency, after 9 months' work, on February 15, to return to his office with Allied Products, Inc. His successor has not been chosen. Conant Brewer, has resigned as director of Stockpiling and Shipping, WPB. He is succeeded by Edward



A new cylindric fiber package now replaces Johnson's old type square metal container

Browning, Jr., of Bar Harbor, Maine. Dr. Ernest W. Reid, former chief of the Chemicals Division, later director of the Commodities Bureau, WPB, has been appointed deputy director general for Industry Divisions, WPB. Dr. William K. Skinner, long deputy chief, has been appointed chief of the Bureau of Agricultural Chemistry and Engineering. He purposes to develop the usefulness of the four regional laboratories by creating a series of pilot plants to test the experiments of the laboratories. The bureau has recently made signal improvements in fruit concentrates. Lawrence A. Appleby has been appointed executive director of the War Manpower Commission, with complete authority over staff services, planning and operations. December revenue collections of excise tax on toilet preparations totalled \$2,735,496.26.

### Accommodation sales at retail can be made at cost

Accommodation sales at retail made entirely without profit and solely for the benefit of the purchaser may be made at cost even if that price is in excess of ceilings fixed by the General Maximum Price Regulation, says OPA.

### If you want to do war work write to Robert Blair

If you have facilities of any kind you think may be used in war production in connection with the chemical industry, write Robert Blair, Drugs and Cosmetics Section, Chemicals Division, War Production Board, Room 2310, Temporary Building S, Washington, D. C. Tell him what you have been making, giving details; what you think you can make; what equipment you have; number and character of your personnel; floor space of your plant; and details about the fiscal health of your business. He is looking for likely plants that might be able to convert.

### Watch out when suggested list prices are given retailers, warns OPA

The OPA reports that certain manufacturers and wholesalers have given dealers "suggested list prices" for various commodities without warning the retailers of their responsibility for observing their own individual ceiling prices. Retailers may adopt the selling prices suggested by the manufacturers or wholesalers only if they do not exceed their own ceiling prices. Dealers who rely on the statements of their supplier and use the selling price in excess of their proper ceiling price will be guilty of a violation. The wholesaler and manufacturer will also be regarded as a violator on the grounds that he induced the violation by the retailer.

### Soluble nitrocellulose further restricted in amendment

Preference Order M-196 has been amended under Section 3013.1 forbidding the use of nitrocellulose except as authorized. The definition for the purposes of this order for soluble nitrocellulose is given as that having a nitrogen content of 12.5 per cent or less made by nitrating any form of cellulose in the dehydrated, alcohol wet, xylol wet or water wet condition.

The full text of the order appeared in the *Federal Register* of February 4, pages 1581-2-3.

### Dr. Ernest Guenther gives second lecture in Washington on essential oils

Responding to an invitation by the Drugs and Pharmaceuticals Unit of the Department of Commerce, Dr. Ernest Guenther, chief of research, Fritzsche Brothers, Inc., filled a return engagement, February 11, in the auditorium of the Department of Commerce in Washington, when he presented a second series of colored motion pictures depicting the manufacture of widely used essential oils. Dr. Guenther was introduced by Lester A. Barber, chief of the department's merchandise staff, Consumption Goods Materials Unit of the Division of Industrial Economy. Mr. Barber extolled the work done by Fritzsche Brothers, Inc., and by Dr. Guenther in gathering and disseminating research data vital to the development and servicing of the industry and its allied fields. "The fact," commented Mr. Barber, "that essential oils play such a large part in American life is due in no small way to the efforts of this firm."

The films shown for the benefit of government staff members took in Morocco, French Guinea and Kenya, Zanzibar, Nossi Bé and Madagascar, the Comoro Islands, Réunion Island and Spain.

## CONTROLLED SPECIALIZATION

*takes the error out of trial and error.*

*White  
Oils*

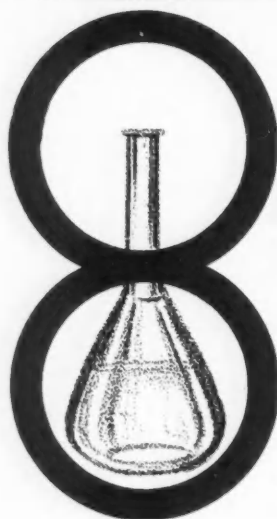
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*The Refinery of Controlled Specialization*

ENGLEWOOD, NEW JERSEY · Refinery: WARREN, PA.



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1 Backed by the longest commercial Stearate manufacturing experience in America . . . M. W. Parsons offer you this new product as the finest Zinc Stearate that can be made.

2 Years of research have made possible a particularly white product

3. Special production methods . . . developed over more than a quarter of a century . . . have made it ODORLESS

4 It will not develop offensive odors even if kept for a long period

5. It enables your face powder to retain the same odor that you give it.

6. A smooth, light, fluffy texture has been finally and definitely achieved.

7 Tested independently it shows the following results: ARSENIC (Gutzeit and Spectrographic Test) . . . Not Found. LEAD (Spectrographic Determination) . . . 1.7 parts per million.

8. The reputation and record of M. W. Parsons assure you of Uniformity in all shipments.

We also manufacture a superlative grade of **PLYMOUTH MAGNESIUM STEARATE**

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**A complete line of Cosmetic Raw Materials**



### **Cultivation of Mexican vanilla beans shown to Allied Assn. of Michigan**

The growing and cultivation of Mexican vanilla beans was explained by M. Stormont of the Foote & Jenks Co. at the February 24 meeting of the Allied Drug & Cosmetic Ass'n. of Michigan. The meeting was held in Detroit. Moving pictures added much to the interest of the lecture and Don Melville also showed movies of the Chicago-Detroit golf tournaments since the first was held several years ago.

### **Canadian toilet goods assn. questions members on convention**

The Toilet Goods Mfrs. Assn. of Canada has sent a questionnaire to its members concerning the forthcoming annual meeting. The purpose of the questionnaire is to determine whether the same kind of meeting as has been held in past years should be held this year. Answers are being collated, and the decision of the Executive Board will be made in due course.

### **Pond's to increase cosmetic advertising**

Pond's Extract Co. will deliver close to half a billion advertising messages in the first quarter of 1943, and coincidentally will increase space for three campaigns.

Cold cream, vanishing cream and dry skin cream advertisements will run with much greater frequency this year, along with heavy promotion for Pond's Dreamflower powder; Lips, a lipstick, and Cheeks, new matching dry rouge.

### **WPB now has prompt business information service**

Business men seeking solution to their war production problems, now have at their disposal a unit of competently trained specialists in Washington whose job it is to answer their questions or refer them to the proper WPB officials. The main unit, consisting of a Telephone Inquiry Service, has set up headquarters in Room 1501 Social Security Building on Independence Avenue between Third and Fourth Streets in Washington, D. C. The central telephone number is Republic 7500. The Telephone Service Unit has Extension 73011. The Industry Advisory Service can be reached through Extensions 72801, 72802, 72803, 74203, and 74231.

### **Cosmetic containers featured at California gift and art show**

Powder boxes and similar items associated with the cosmetic industry were among the goods featured at the 17th Annual California Gift & Art Show held last month at the Biltmore Hotel, Los Angeles. Items on view totaled 250,000,

most of the merchandise coming from Southern California plants. Over \$3,000,000 worth of goods were sold during the five days of the show. Buyers came from the majority of the states in the Union, and also from Alaska, Canada, Mexico, Panama, Brazil, Honolulu, and other distant points. Many buyers attended for the first time. Outstanding were the goods made from materials not essential to the war effort.

### **Oklahoma college of pharmacy celebrates fiftieth anniversary**

The School of Pharmacy of the University of Oklahoma, Norman, Okla., is celebrating its sesquicentennial this year. By way of celebration of its 50th anniversary, gifts of old apparatus, old proprietories and old stock bottles are being sent to the pharmacy museum at the school.

### **Stuart Products suspends novelty perfume business for war work**

The Stuart Products Co., Inc., Saint Paul, Minn., has suspended all operations in the novelty perfume business for the duration. The plant has been dismantled, and its organization and machinery are now geared to war work. Alex Fine, president of the corporation, is now serving with the armed forces.

## **Obituaries**

### **Joseph H. Calisher**

Joseph H. Calisher, associated with the Zell Products Corp. until 1941 when he retired, died of a heart attack at his home in New York on January 6. He was 81 years of age. Mr. Calisher was president of the Oakley Soap & Perfumery Co. until 1930, and later was vice-president of Mondaine Products Corp.

He is survived by his son, Henry Calisher, who covers the New York area for Chanel, Inc.

### **George T. Denby**

George T. Denby, well known to the essential oil trade, died February 9 at St. Elizabeth's Hospital in New York, N. Y., after an illness of several months.

Mr. Denby was a member of the sales organization of P. R. Dreyer, Inc., and represented that firm in St. Louis and New York.

### **William Handler**

William Handler, who has been identified in the toilet goods industry for many years, and who is the uncle of Jay H. Schmidt, president of the Special Toiletries Corp., died in Cleveland, Ohio, February 16. Mr. Handler was born in Lock Haven, Penna., June 1867,

and moved to Cleveland in 1871. He was graduated from the Philadelphia College of Pharmacy about 1893, and two years later married Miss Bertha Noyes Fletcher, who survives him. After serving for two years with the drug store of Fred Stecher, the founder of the Pompeian Co., he opened a drug store in Cleveland. Subsequently he bought the Ridgeville Mfg. Co. in 1906, making cosmetics, flavors and household supplies. This business was sold in 1915 when he joined the Pompeian Co., with which he continued until that concern was taken over by the Colgate-Palmolive-Peet Co. He then joined Weinberger Drug Stores as vice-president in charge of production and laboratory.

### **Dr. Wilmer Krusen**

Dr. Wilmer Krusen, president emeritus of the Philadelphia College of Pharmacy and Science, died February 9, following an illness of three years. He is survived by his widow, a daughter and two sons.

Dr. Krusen served as director of public health of Philadelphia during two administrations and was elected president of the college in 1927, from which position he retired in 1941.

## **Trade Jottings**

Barbara Gould is featuring Red Dash for spring make-up. Red Dash is a clear red designed for wear with black, navy and vibrant spring colors. It is available in lipstick, cream and dry rouge and nail polish.

Shulton, Inc., emphasizes the use of powder body sachet and tablet sachet as a means of conserving toilet water in its current national magazine advertising. The Shulton line featured is Friendship's Garden and the advertisements are appearing in eight national magazines.

Jaquet, Inc., announces that refills are now available for its lipsticks. Refills are priced at 60 cents. The lipstick holders no longer are being made as the manufacturer is engaged in war work.

Revlon Products Corp. is dropping seven nail polish shades from its line for the duration. Citing the war program of simplification as the reason for the decision, the firm also announces that the matching lipstick shades are being discontinued and that three shades of Cheek Stick (cream rouge in stick form) are suspended. However, the company suggests that substitutions for these shades may be made from among those shades remaining in the line. Seventeen tones are retained in the nail enamel group.

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natural absolute rose, the true,  
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ROSE BENGAL commands the  
interested attention of all perfum-  
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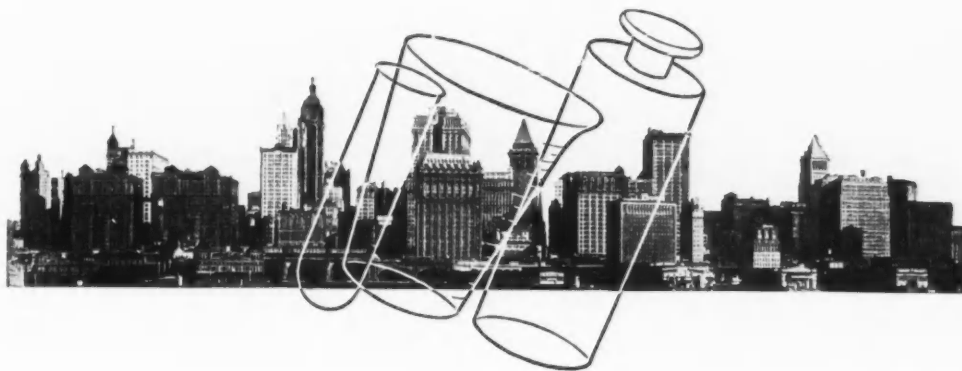
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## Mint Oils Demand Features Market

**H**EAVY demands for mint oils accompanied by rising prices in the country, additional arrivals of Bourbon vanilla beans from the British Ministry of Supplies, and predictions of a further sharp curtailment in non-essential uses of glycerine were among the many features of the past month's market.

### MENTHOL CRYSTALS SHORT

The action in mint oils was particularly interesting in view of the extremely tight position in menthol crystals, supply of which is nearly exhausted by the absence of imports from the Far East for more than a year. Some of the peppermint oil that had been purchased in the country, it is believed, will find its way eventually into the manufacture of menthol crystals.

A part of the demand for oil in the country was for the account of confectioners who are under pressure in keeping up with deliveries as the result of increasing demands for their finished products from the armed forces.

Much uncertainty has prevailed among mint growers with regard to new production since the crops (spearmint and peppermint) had not been recognized as essential by the government. Advices from Washington late in the period, however, indicated that both articles had been placed on the list of essential agricultural products.

### NORMAL MINT CROP EXPECTED

Oregon advices regarding the new mint crop indicated plants were in satisfactory condition. With favorable weather over the next few months, a normal production can be expected. However the shortage of labor and inability to secure sufficient supplies may seriously handicap producers. This, it is explained, is not going to be felt so much by the small producers as by

large ones who after all are responsible for the major part of peppermint oil production.

War industries and the draft have seriously cut into labor.

### MINT OILS NEEDED FOR CANDIES

Menthol will be needed for medicinal purposes. Confectioners are reported to have a large backlog of orders on hand for war industries and the armed forces, all of which will require good quantities of spearmint and peppermint oils.

Arrival of vanilla from Great Britain caused reports about the market to the effect that oil geranium was among other articles on board the steamers. Following such reports, quotations on Bourbon geranium oil declined rather sharply.

Recent Russian cargoes of potash and wood pulp have caused some speculation in the market here regarding the possibilities of arrival of peppermint, birch tar, pine needle and several other articles.

### BRITISH SEND BOURBON BEANS

Additional lots of Bourbon vanilla beans were received here over the past month from the British Ministry of Supplies. The first amounted to twenty-eight tons; the second, thirty tons, making a complete total of four lots or eighty-five tons since the latter part of 1941. It is expected more beans will be received from Great Britain in the months ahead and it is quite possible other products of Madagascar and the Islands of Reunion will be included.

Another development of interest in vanilla beans was the easier trend in the Tahiti varieties. The weakness in the market was attributed to an absence of buying support and a keener desire on the part of exporters in the

primary center to press vanilla sales.

Mexican beans remained firm for shipment. Local dealers appeared unwilling, because of ceilings, to pay the high prices quoted by exporters in the primary center.

### AROMATIC CHEMICALS ARE STEADY

Despite curtailed operations in a number of consuming lines because of wartime regulations, trade in aromatic chemicals proved quite satisfactory throughout the period under review.

A greater supply of lemongrass served to ease the position of ionones somewhat although producers have had no occasion to step up production to any great extent since buyers were interested only in small lots to fill current obligations.

### HELIOTROPIN DROPS IN PRICE

Quotations on heliotropin were reduced in keeping with more favorable costs of crude material from Brazil. Toward the close, however, some houses were inclined to take on a firmer view of the outlook since it was feared that, owing to present shipping conditions, difficulty will be encountered in obtaining ample steamer space to import additional lots.

### GLYCERINE USES TO BE CUT

Severe cuts in March allocations of glycerine were predicted here. In fact, it was intimated that non-essential consumers may be cut off entirely from supplies. Certain types of printing may be affected along with flavoring extract and soft drink manufacturers and makers of toiletries. Glycerine is one of the critically short chemicals.

Import licenses are being issued for future shipments of both karaya and Arabic gums but, based on the demand here, the total number is very small. There is a heavy demand for karaya and it is not believed that future arrivals will prove sufficient to prevent an acute shortage of some grades.

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# PRICES IN THE NEW YORK MARKET

(Quotations on these pages are those made by local dealers, but are subject to revision without notice)

## ESSENTIAL OILS

Almond Bit, per lb.	4.00@	4.75
S. P. A.	4.75@	5.10
Sweet True	2.00@	2.50
Apricot Kernel	.40@	.45
Amber, rectified	1.35	Nom'l
Angelica Root	125.00@	150.00
Anise, U. S. P.	2.85@	3.25
Imitation	2.00@	2.10
Aspic (spike) Span.	4.00@	4.80
Avocado	.90@	.95
Bay	2.00@	2.50
Bergamot	20.00@	25.00
Brazilian	10.00@	
Artificial	4.00@	9.25
Birch, sweet	2.40@	4.25
Birchtar, crude	2.25	Nom'l
Birchtar, rectified	4.25	Nom'l
Bois de Rose	4.65@	5.00
Cade, U. S. P.	1.25@	1.35
Cajuput	2.00@	2.75
Calamus	22.50@	35.00
Camphor, "white," dom.	.30@	.35
Cananga, Java native	12.00@	14.00
Rectified	12.50@	15.75
Caraway	15.50@	17.50
Cardamon	30.00@	35.00
Cassia, rectified, U. S. P.	11.50@	12.00
Cedar leaf	.90@	1.10
U. S. P.	1.20@	1.25
Cedar wood	.65@	.80
Celery	24.50@	26.00
Chamomile	150.00	Nom'l
Cinnamon	10.50@	32.00
Citrinella, Ceylon	1.35@	1.50
Java	2.25@	3.00
Cloves, Zanzibar	1.70@	2.25
Copaiba	.80@	.85
Coriander	25.00@	30.00
Imitation	8.00@	14.00
Croton	3.00@	3.75
Cubebs	4.75@	5.25
Cumin	8.50@	10.00
Dillseed	8.00@	8.50
Erigeron	2.15@	2.50
Eucalyptus	1.00@	1.16
Fennel, sweet	3.50@	4.25
Geranium, Rose, Algerian	15.50@	16.00
Bourbon	12.50@	14.00
Turkish	5.00@	5.75
Ginger	18.00@	20.00
Guaiac (Wood)	5.00@	6.10
Hemlock	1.20@	1.35
Substitute	.55@	.60
Juniper Berries	12.00@	18.00
Juniper Wood, imitation	.75@	.80
Laurel	5.00	Nom'l
Lavandin	7.10@	8.00
Lavender, French	10.00@	12.00
Lemon, Calif.	3.25@	
Lemongrass	1.45@	1.75
Limes, distilled	7.00@	8.00
Expressed	11.25@	12.00
Linaloe	3.75@	4.10
Lovage	95.00	Nom'l
Marjoram	5.50@	7.00
Neroli, Bigarde, P.	340.00	Nom'l
Petale, extra	325.00	Nom'l
Olibanum	5.00@	5.75
Opopanax	33.00	Nom'l
Orange, bitter	5.60@	6.00
Brazilian	1.45@	1.85
Calif. exp.	1.75@	2.25
Orris Root, abs. (oz.)	135.00@	
Artificial	36.00@	40.00
Pennyroyal, Amer.	2.65@	2.80
European	2.50@	3.00
Peppermint, natural	5.50@	5.75
Redistilled	5.85@	6.00
Petitgrain	1.90@	2.25
Pimento	4.00@	7.75

Pinus Sylvestris	4.25@	5.00
Pumillanis	4.25@	4.80
Rose, Bulgaria (oz.)	25.00@	32.00
Synthetic, lb.	45.00@	55.00
Rosemary, Spanish	1.75@	3.00
Sage	8.25@	9.00
Sage, Clary	45.00	Nom'l
Sandalwood, East India	6.00@	6.75
Sassafras, natural	2.00@	2.15
Artificial	2.00@	2.25
Snake root	10.00@	12.75
Spearmint	3.35@	3.60
Thyme, red	2.60@	3.25
White	3.25@	5.00
Valerian	30.00	Nom'l
Vetivert, Java	25.00@	30.00
Wintergreen	5.25@	8.50
Wormseed	2.75@	3.10
Ylang Ylang, Manila	38.00	Nom'l

## TERPENELESS OILS

Bay	2.75@	3.00
Bergamot	49.00	Nom'l
Grapefruit	65.00@	
Lavender	28.00	Nom'l
Lemon	40.00@	55.00
Lime, ex.	100.00@	150.00
Distilled	50.00@	67.00
Orange, sweet	100.00@	155.00
Peppermint	10.00@	14.00
Petitgrain	3.50@	4.00
Spearmint	5.00@	6.00

## DERIVATIVES AND CHEMICALS

Acetaldehyde 50%	1.90@	2.75
Acetophenone	1.90@	2.00
Alcohol C 8	7.50@	10.00
C 9	14.00@	18.00
C 10	7.75@	12.00
C 11	11.50@	15.00
C 12	7.20@	8.50
Aldehyde C 8	22.50@	28.00
C 9	30.00@	32.00
C 10	24.00@	25.50
C 11	22.00@	26.00
C 12	30.00@	35.00
C 14 (so called)	6.00@	7.25
C 16 (so called)	8.25@	9.00
Amyl Acetate	.50@	.75
Amyl Butyrate	.90@	1.10
Amyl Cinnamate	4.50@	5.80
Amyl Cinnamate Aldehyde	2.75@	5.00
Amyl Formate	1.00@	1.75
Amyl Phenyl Acetate	3.75@	4.00
Amyl Salicylate	.80@	.93
Amyl Valerate	2.00@	2.75
Anethol	2.85@	3.10
Anisic Aldehyde	3.75@	4.00
Benzophenone	1.15@	1.30
Benzyl Acetate	.70@	1.00
Benzyl Alcohol	.75@	1.00
Benzyl Benzoate	1.10@	1.65
Benzyl Butyrate	3.25	Nom'l
Benzyl Cinnamate	6.00@	
Benzyl Formate	3.75	Nom'l
Benzyl Iso-eugenol	10.25@	11.25
Benzylidenacetone	2.25@	3.40
Borneol	1.80	Nom'l
Bornyl Acetate	2.00	Nom'l
Bromstyrol	5.00	Nom'l
Butyl Acetate	.11@	.14 1/2
Cinnamic Acid	3.75@	4.50
Cinnamic Alcohol	4.00@	5.85
Cinnamic Aldehyde	1.65@	1.75
Cinnamyl Acetate	10.40	Nom'l
Cinnamyl Butyrate	12.00@	14.00
Cinnamyl Formate	10.00@	13.00
Citral, C. P.	4.00@	4.85
Citronellol	6.50@	6.85
Citronellyl Acetate	4.00	Nom'l

Coumarin	3.00@	3.50
Cuminic Aldehyde	8.00@	11.25
Diethylphthalate	.24@	.33
Dimethyl Anthranilate	4.55@	5.00
Ethyl Acetate	.25@	.50
Ethyl Anthranilate	5.75@	7.50
Ethyl Benzoate	.90@	1.15
Ethyl Butyrate	.75@	.90
Ethyl Cinnamate	3.60@	4.50
Ethyl Formate	.60@	1.00
Ethyl Propionate	.80	Nom'l
Ethyl Salicylate	.90@	1.00
Ethyl Vanillin	6.50@	6.75
Eucalyptol	2.40@	2.75
Eugenol	3.00@	3.50
Geraniol, dom.	3.25@	4.00
Geranyl Acetate	3.50@	4.00
Geranyl Butyrate	4.00@	5.75
Geranyl Formate	4.25@	6.25
Heliotropin, dom.	4.60@	5.00
Hydrotopic Aldehyde	15.00@	18.00
Hydroxycitronellal	7.75@	10.00
Indol, C. P.	27.00@	32.00
Iso-borneol	1.10@	2.00
Iso-butyl Acetate	1.25@	2.00
Iso-butyl Benzoate	2.75@	3.00
Iso-butyl Salicylate	2.70	Nom'l
Iso-eugenol	4.00@	4.85
Iso-safrol	3.00	Nom'l
Linalool	7.25@	8.00
Linalyl Acetate 90%	7.50@	10.00
Linalyl Anthranilate	15.00@	
Linalyl Benzoate	10.50@	
Linalyl Formate	9.00@	12.00
Menthyl, Japan	16.00	Nom'l
Chinese	16.00	Nom'l
Synthetic	15.75	Nom'l
Methyl Acetophenone	1.60@	2.00
Methyl Anthranilate	2.50@	2.80
Methyl Benzoate	.70@	1.10
Methyl Cellulose, f.o.b. ship-		
ping paint	.60	Nom'l
Methyl Cinnamate	3.50@	4.00
Methyl Eugenol	3.50@	6.75
Methyl Heptenone	3.25@	
Methyl Heptene Carbonate	45.00	Nom'l
Methyl Iso-eugenol	5.85@	10.00
Methyl Octine Carbonate	24.00@	30.00
Methyl Paracresol	2.50	Nom'l
Methyl Phenylacetate	3.50@	4.00
Methyl Salicylate	.35@	.38
Musk Ambrette	6.00@	9.50
Ketone	6.00@	10.50
Xylene	1.75@	2.50
Neroline (ethyl ether)	2.00@	3.15
Paracresol Acetate	2.50	Nom'l
Paracresol Methyl Ether	2.60@	3.50
Paracresol Phenyl-acetate	6.50@	8.50
Phenylacetaldehyde 50%	3.00@	3.75
100%	4.50@	5.00
Phenylacetic Acid	3.25@	3.70
Phenylethyl Acetate	3.00@	5.00
Phenylethyl Alcohol	2.50@	3.00
Phenylethyl Anthranilate	16.00@	
Phenylethyl Butyrate	6.50@	10.00
Phenylethyl Propionate	5.00@	6.50
Phenyl Formate	12.50@	18.00
Phenyl Valerianate	16.00@	17.50
Phenylpropyl Acet.	10.00	Nom'l
Santalyl Acetate	20.00@	22.50
Skatol, C. P. (oz.)	5.35@	6.00
Styralyl Acetate	2.50@	3.00
Styralyl Alcohol	9.25@	12.00
Terpineol, C. P.	.50@	.75
Terpinyl Acetate	.90@	1.00
Thymene	.45@	
Thymol	2.25@	5.25

(Continued on p. 87)

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(Continued from p. 85)

Vanillin (clove oil)	2.60	Nom'l
(guaiacol)	2.35	Nom'l
Lignin	2.35	Nom'l
Velivert Acetate	25.00	Nom'l
Violet Ketone Alpha	18.00	Nom'l
Beta	15.00	Nom'l
Methyl	6.50	Nom'l
Yara Yara (methyl ester)	2.00@	2.50

#### BEANS

Angostura	2.50@	3.00
Tanka Beans, Surinam	.70@	.95
Vanilla Beans		
Mexican, whole	11.00@	
Mexican, cut	10.00@	
Bourbon, whole	10.00@	
South American	9.50@	10.00
Tahiti	4.25@	5.00

#### SUNDRIES AND DRUGS

Acetone	.03 1/2@	.09
Almond meal	.25@	.27
Ambergris, ounce	17.00@	20.00
Balsam, Copaiba	.46@	.54
Peru	1.35@	1.50
Beeswax, bleached, pure		
U. S. P.	.57	Nom'l
Yellow, refined	.52 1/2	Nom'l
Bismuth, sub-nitrate	1.20@	1.22
Borax, crystals, carlot ton	55.50@	58.00
Boric Acid, U. S. P., cw.	6.95@	7.55
Calamine	.18@	.20
Calcium, phosphate	.08@	.08 3/4
Phosphate, tri-basic	.09@	.10
Camphor, domestic	.68@	.83
Castoreum	13.00@	26.00
Cetyl Alcohol	1.75	Nom'l
Pure	2.25	Nom'l

Chalk, precip.	.03 1/2@	.06 1/2
Cherry Laurel Water, carboy	5.75@	6.25
Citric Acid	.21	Nom'l
Civet, ounce	28.00@	49.00
Clay, Colloidal	.07@	.15
Cocoa Butter, lump	.25 1/2@	.27
Cyclohexanol (Hexalin)	.30@	.50
Fuller's Earth, ton	15.00@	33.00
Glycerine, C. P., drums	.18 1/4@	.18 3/4
Gum Arabic, white	.42@	.45
Amber	.15 1/2@	.17
Gum Benzoin, Siam	4.00@	4.25
Sumatra	.50@	
Gum Galbanum	1.80@	2.00
Gum Myrrh	.60@	.65
Henna, pwd.	.30@	.35
Kaolin	.05@	.07
Labdanum	3.25@	5.00
Lanolin, hydrous	.35@	.36
Anhydrous	.36@	.37
Magnesium, carbonate	.09@	.10 3/4
Stearate	.24@	.27
Musk, ounce	45.00@	50.00
Olibanum, tears	.25@	.30
Siftings	.11@	.13
Orange Flower Water, gal.	2.00@	2.50
Orris Root, African, pwd.	1.10@	1.30
Paraffin	.06 1/4@	.09
Peroxide	1.10@	1.75
Petrolatum, white	.06 1/4	.08 1/2
Quince Seed	1.50@	1.75
Rice Starch	.09@	.10
Rose Leaves, red	5.45@	5.75
Rose Water, gal.	6.50@	8.00
Rosin M. per cwt.	4.32@	
Salicylic Acid	.35@	.40
Saponin	3.00@	3.25

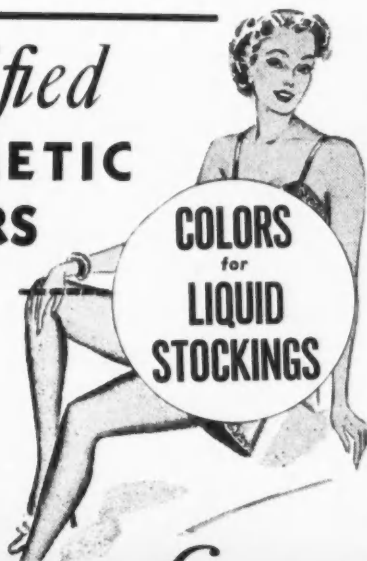
Silicate, 40°, drums, works,		
100 pounds	.80@	1.20
Soap, neutral, white	.20@	.25
Sodium Carb.		
58% light, 100 pounds	1.35@	2.35
Hydroxide, 76% solid, 100 pounds	2.60@	3.75
Spermaceti	.29@	.31
Stearate Zinc	.30@	.31
Styrax	1.85@	2.25
Tartaric Acid	.64	Nom'l
Tragacanth, No. 1	3.90@	4.20
Triethanolamine	.34 1/2	Nom'l
Violet Flowers	1.75@	2.00
Zinc Oxide, U. S. P. bbls.	.10 1/2@	.10 3/4

#### OILS AND FATS

Castor No. 1, tanks	.13@	
Cocanut, Manila Grade,		
c.i.f., tanks	.0835@	
Corn, crude, Midwest, mill,		
tanks	.12 3/4@	
Corn Oil, distilled, bbls.	.15 1/2	Nom'l
Cotton, crude, Southeast,		
tanks	.12 3/4@	
Grease, white	.08 3/4@	
Lard	.1380@	
Lard Oil, common, No. 1		
bbls.	.14@	
Palm, Niger, drums	.03 3/4@	
Peanut, refined, barrels	.16 1/2	Nom'l
Red Oil, distilled, tanks	.12@	
Stearic Acid		
Triple Pressed	.17 1/2@	.18 1/2
Double Pressed	.14 1/2@	.15 1/2
Tallow, acidless, barrels	.14 1/4@	
Tallow, N. Y. C., extra	.08 3/4@	
Whale oil, refined	.1070@	

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